

THE Publishers' Weekly

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VOL. XCIX.

NEW YORK, MARCH 12, 1921

No. 11

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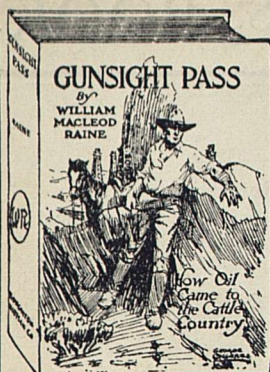
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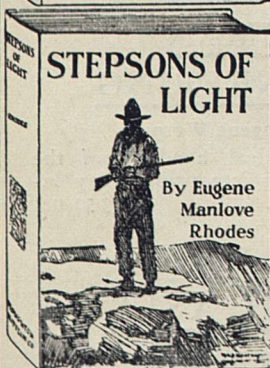
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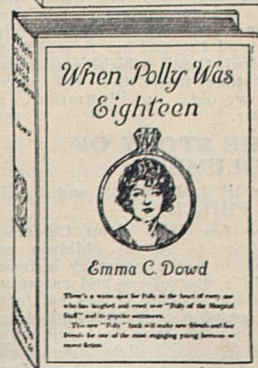
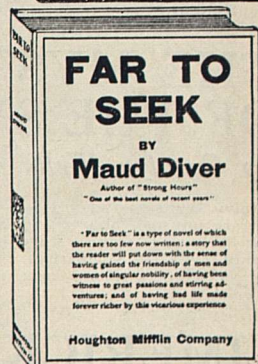
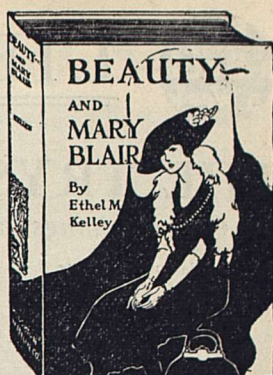
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It was fearful to hear and behold. The beautiful little creature, hysterical, to be sure, but not raving, took a step away from Stephanas with each ejaculation, and a step nearer to the guilty pair before her with each curse. She undulated like a serpent as she walked. She pointed her finger now at them, now at the sky, now at herself, with one hand clutching at her breast. The fury she restrained, it was easy to be seen, was greater than the fury she expressed. Hatred darted from her body. She was no more the Salome of Stephanas; she was Salome from the furnaces of hell.



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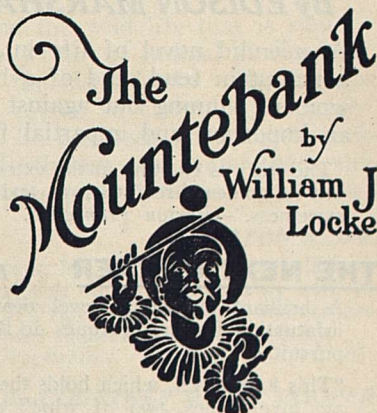
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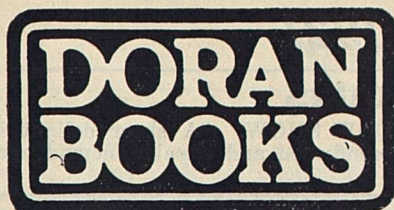
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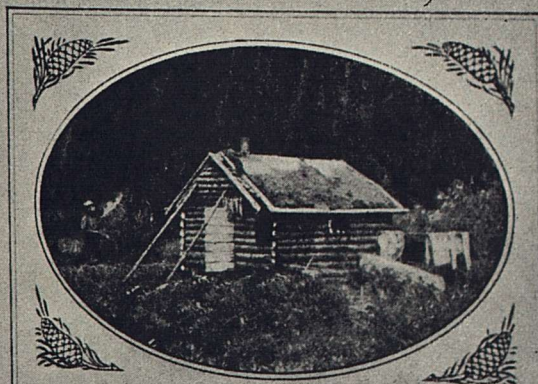
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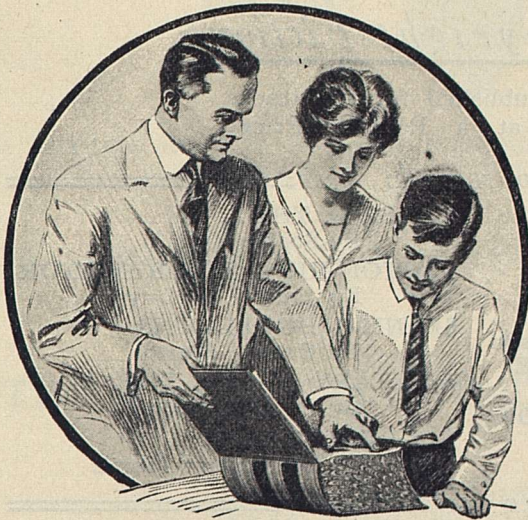
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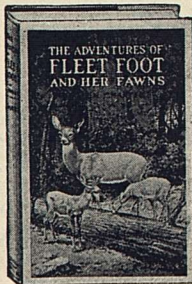
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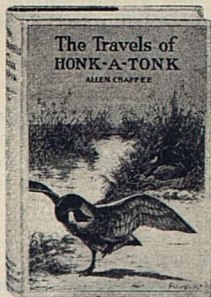
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The Publishers' Weekly

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March 12, 1921

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Spring Price Levels

THE total number of book announcements for this spring is slightly less than last year, to judge from the number of entries in this Spring Announcement Number, but by so slight a percentage as to seem to have no especial significance. Production in January and February has fallen off slightly and some of the now proposed titles may be postponed unless manufacturing conditions reach a satisfactory level.

The prices on fiction are so pronouncedly at the \$2.00 level that this price is found more frequently than all the others put together. There are, however, many more titles in fiction below \$2.00 than above, the average falling at about \$1.95.

This fiction level is somewhat below the average in Great Britain as shown in the spring announcements in the London book-trade papers where the book at 8s. 6d. and 9s. is frequent, tho 8s. is the commonest figure and 7s. 6d. is sometimes used.

The retail trade now has a pretty clear idea of price levels, and there is every indication in the reports received from the bookshops that they are prepared to go strongly out for sales and are finding good response. Many stores have already put January and February sales at new totals.

As Others See Our Copyright

THE *Poetry Magazine* of March carries a letter from an Australian correspondent, calling the attention of American authors to the injustice of United States copyright methods, owing to our insistence that books shall be manufactured here in order to obtain copyright, while American writers can obtain Australian protection merely by having their books on sale in England. The writer suggests that Australia may bring to the front

retaliatory legislation if some change is not made here.

In Canada the same situation obtains. A bill was brought into Parliament two years ago and was supported by the Registrar of Copyright, a bill that would make Canadian manufacture a necessity if copyright protection for American books is to be obtained. This bill was laid on the table last year at the suggestion of Canadian authors, themselves. Such an arrangement would not be to their advantage, tho it would be to the advantage of Canadian magazine publishers and book printers, as it would permit them to use American material without payment, or with but a small license fee in the case of books.

Those who would be the largest losers in case of the passing of such a bill would be the American magazines, all of which have big circulation in Canada. American book publishers do not have so large a financial return from Canada as do the magazine publishers, and yet they do supply about nine-tenths of the Canadian book consumption, and under the new arrangement their books by American authors would be reprinted over there freely and without control from the writers.

The whole reason for both the Australian and Canadian situation is the clause in our Copyright Act, which requires United States manufacture before United States protection is given. This clause, introduced at the behest of the New York printers in 1891, has been a deterrent to a better publishing understanding for thirty years, and the sooner it is eliminated from our law, the better for American publishing, and just as truly the better it will be for American printing, as the experience of these years has shown that the tendency of this clause has not been to increase the amount of manufacturing done in this country.

The proposal for such a revision is to be brought forward with this Congress, supported by the Authors' League, by the Publishers' Copyright League and by the National Association of Book Publishers, and it should have and probably will have the support of the printers. The latter have been meeting in Montreal this week, at the annual convention of the International Typographical Union, and it is to be hoped that they will add the great weight of their approval to the movement to place the United States on a satisfactory footing with other nations.

Bookstore Revivalism

THERE is one aspect of bookselling frequently noticed in those stores that have acquired a real personality and whose managers and salesmen have confidence in their own taste and ability to direct the reading habits of the habitués of the store. In such stores one frequently finds on the counters with the new books a pile of some older volume that they are pushing out to a new reading. This sort of revivalism is sometimes directed toward the accepted classics of past years and sometimes directed toward books of the more recent years which have had their first sale, but deserve a continued attention.

Such selling is instanced by the bookseller who recently decided that there must be scores of customers who would like to read or re-read Boswell's "Johnson" and put out on the front counter a pile of the handy one volume India paper edition. The result of persistent attention to this has sold over four hundred copies within a year. Another store has decided that the "White Shadows in the South Seas" indicates that it is time for a revival in Melville, and found readers for many copies of "Typee." There is a peculiar satisfaction in building up sales of this kind, and there are scores of titles on which such efforts can be concentrated. It makes the bookseller an original, constructive force in his field, unaided as he is in this work by any outside publicity. It gives him the knowledge that he is taking his place in the development of public taste and public thought, one of the elements that makes bookselling a satisfaction to those who enter the field.

Printing Arbitration

THE wage scales of five New York Unions are now to be submitted to arbitration by agreement between the employers and the representation of the Union. The contracts with pressmen, feeders, paper handlers and cutters terminate on April 1st, about ten thousand workers being involved. The conditions of the agreement are that the scale can be opened for discussion, either because of a change in the cost of living or because of a change in the general conditions of the industry. Both facts will be taken into consideration. Inasmuch as there is a very grave amount of unemployment in the printing shops of New York, and as an increasing amount of competition at lower prices is coming from out of town, there is a very real need for revision, and such revision would undoubtedly work to the advantage of the employees by enabling the printers to keep the shops active.

The National Association of Book Publishers is collecting the data from this part of the industry to present to the arbitrators. These statistics show a great amount of work being held up awaiting better conditions and a very strong trend toward putting work outside. One publisher reports that he is putting outside of the city double the amount of work that was done that way last year.

Binghamton Printing Strike

AS the large plant of Vail-Ballou at Binghamton does much work for New York publishers the printing strike of March 8th in that city has especial interest. The agreements had expired on March 4th.

The scale has been \$38.00 for day and \$42.00 for night, twenty-five per cent below the present New York scale on which the Employing Printers of New York are demanding reduction. The men demand \$45.00 for a day scale and \$50.00 for night.

The employers first offered \$31.00 and \$34.00 and then offered to hold present levels or to submit to arbitration. These offers are rejected, and the strike has begun.

Women's Annual Dinner

THE fourth annual dinner of the Women's National Book Association was held Thursday evening, March 3, at the Hotel Brevoort. It was a great success. Miss Madge Jenison, the president of the Association, introduced the speakers. Altho Miss Zona Gale, who was to have been one of the principal speakers, was in Washington reporting the Inaugural proceedings, "Miss Lulu Bett" was not forgotten at the speakers' table. Mr. Pemberton, the producer of "Miss Lulu Bett" and "Enter Madame," the first speaker of the evening, told anecdotes of the people who make those plays a success. Something of the flavor of Wallace Irwin's speech may be guessed from its title, "My Three Fiascos as a Public Speaker." Mrs. Kate McLaurin, author of the play, "When We Were Young," spoke briefly of the playwright's joys and disappointments. Alexander Black, author of "The Great Desire," in his usual brilliant fashion, talked about "Women and Books." The final speaker was Mr. Currie of the American Academy of Dramatic Arts, Director of Pantomimes at Carnegie Hall.

The souvenirs which were at the various places and those which were later given out by some of the young and beautiful members of the Association were contributed by the following publishers:

Copies of "The Splendid Folly" by Doran; "Through Mocking Bird Gap" by Penn; "The Flood Tide" by Little, Brown; "The Seventh Angel" by Harper; "The History of the Woman's Party" by Harcourt, Brace and Co. Beddy-Bye Dolls were given to the ladies by Jacobs. Bags, with color illustrations of "Slippy McGee," to carry away the new volumes, were given by Grosset and Dunlap.

Is Book Advertising Topsy-Turvy?

By Alex E. Osborn

Author of "Short Course in Advertising"

ON account of the fact that a book of my authorship has been recently published, I have been brought into contact with some of the advertising problems of the book business. These problems have naturally forced the professional side of me to analyze them, even tho I have no direct interest in their solution.

As a matter of conversation, I recently said to an important executive in the book-selling business:

"To my mind, the system of book advertising is all topsy-turvy—the custom that has been built up is fundamentally wrong—and the solution of the problem is fundamental and almost obvious."

Inexpensive Diversion

The managing editor of the *Publishers' Weekly* heard about this "Bolshevik" utterance of mine and asked me to run the risk of taking the light of my opinions out from under the proverbial bushel and putting it out into plain view where everybody who wished to, could blow it out.

So, admitting that my alleged advertising intelligence may be applicable to bread, and motor trucks, and shoes, and cereals, and a score of other things, and not in any way applicable to the selling of books—I gladly lay myself open to the chilly blasts of the book world.

Books, from a selling standpoint, are more like moving pictures than anything else. In fact, probably the greatest competition against the movies are books. And probably the greatest competition against books are movies.

From the standpoint of economy there is probably no less expensive enjoyment than a book. The book is read by mother, and in reading it she spends from 10 to 40 enjoyable hours, which would cost from \$10 to \$100 if she were to spend the same time at a good moving picture, at a vaudeville show, at a legitimate play, driving a car, or dining out. And the people who are the possible readers are people who can easily afford the \$2 or \$3 or \$4 that a book costs. The economy of reading is further emphasized when one considers how the same book can bring joy to four or five people in the same family, and then be loaned to neighbors, and then be put into the bookcase for the coming generation to read.

So—the competition is not so much the price of a book as against the price of a movie—so much as it is a competition of time. The present day life is so rapid that it is almost impossible to find the hour or two a day to devote to reading.

But why is it that 30,000,000 people buy moving picture tickets each day, and only a paltry few hundred buy books?

Of course, one reason is that the movie appeals to a wider range of taste. But another reason is that movies are better sold.

Out of the last five books which I have ordered only one happened to be in stock in my favorite book-store. It is a task for me to buy a book. It is hard to find out where I can get it, and it is almost impossible for me to get it when I want it.

But a movie—I cannot open up my evening paper without being attracted to the movies, even tho no such thought has been in my mind up to that minute. In a certain section of the paper (which even my little daughter could find) movies are listed. I can pick the picture that I want to see, and I can know for a certainty just where it is.

In other words, the retailers of movies lay wares continually before me. They do not make it necessary for me to search for their pictures—they come to me and tell me about them thru the medium of the daily newspaper.

Movies are right out in front where I can thumb them over and pick out the one that I want to enjoy.

So, from the standpoint of distribution, the movies are much easier for the public to buy, and from the standpoint of advertising volume the comparison is overwhelmingly in favor of the movies. For instance, in one inland city of medium size, one theater alone spends \$20,000 a year in the newspapers advertising its picture attractions. Imagine a book retailer spending any such sum?

Of course, the answer is that the moving picture theater does a much larger volume of business, and \$20,000 is a very small percentage of its box-office receipts.

Movie Publicity

But, isn't it true that with the right kind of an advertising program, the book-seller could increase his business so that his advertising appropriation, altho it might actually become larger in dollars and cents, would become proportionately smaller and smaller?

In this same city, approximately \$200,000 a year is the aggregate expenditure of moving picture theaters in the newspapers. This comprises only 20 or 30 theaters, which are, in turn, not producers but just retailers.

In one typical newspaper, 121,189 lines of advertising are used each year for the promotion of amusements. If this same expenditure holds proportionately true thruout the country, the total for amusement advertising in the newspapers alone is almost \$10,000,000 a year. And this includes only such advertising as is done in the newspapers by the retailers of amusement—not by the producers.

From the standpoint of distribution, it may not be possible to have a live book-store in

every neighborhood just as there is a live moving picture theater in every neighborhood. But from the standpoint of telling the public thru newspaper space—why isn't there quite a similarity between the problem that confronts the retailer of moving pictures and the problem that confronts the retailer of books?

The moving picture exhibitor does not rely upon the producer to carry the burden of telling the public. He does his own selling thru the printed word. Anything that the producer may do is just so much *extra* force behind the retailer's individual effort.

But, isn't it the custom in the retail book business to expect that the publisher bear the burden of telling the public about books, and thereby sending the public to the retailer to buy his books?

Cumulative Advertising

Suppose the moving picture exhibitor relied on the producer to sell his pictures to the public thru the printed word. And suppose the exhibitor, by the same token, failed to tell his local public about what he had for sale. Would the moving picture theater then be so successful, and would movies be so in demand?

It might be possible for the moving picture producer to do so vast a job in advertising that he *could* sell the pictures to the public for the individual exhibitor.

But it is not possible for the book publisher to do so. This difference is due to the fact that the usual picture will run into a volume of business totalling hundreds of thousands of dollars, whereas the usual book is lucky if it reaches tens of thousands of dollars in aggregate sales.

Then, too, the margin of profit to the publisher of books, is so slight that an appropriation of a few hundred dollars per book for advertising purposes is about all that a book will stand. And to try to make any sort of a national impression for any product—whether it be a certain book or a certain hairpin—is a practical impossibility with an appropriation as small as that.

Of course, if each book that a publisher produces should warrant an expenditure of say \$1000, and there were 100 such books a year—that would make a total appropriation of \$100,000. Such a sum could make an adequate impression on the national mind.

But, unfortunately, each book is a separate product, and, therefore, the \$1000 spent on a single book has practically no accumulative value. And it is *accumulative* value that makes advertising profitable in most cases.

Some moving picture producers, such as Paramount Art-Craft, are seeking to gain an accumulative effect in their advertising, by hanging all the advertising on one peg; namely, a trade-mark which will identify each picture of their production. However, even in moving pictures many people think this is somewhat far-fetched, because the public mind does not think of pictures in terms of trade-marks, but in terms of individual titles.

It is even more far-fetched for a publisher to try to gain this accumulative value from his advertising by hanging all of his advertising on one peg; namely, the name of the publishing house.

But—and here is the crux of the whole matter—the book-seller *CAN* gain an accumulative effect from his advertising. His store is known by its name. If he advertises a book and gives his store's name sufficient prominence, the advertising from that book will be profitable in the long run, even tho that particular advertising does not sell two copies of that particular book. For such advertising will tend to build a public brain-cell—a certain consciousness that said book-seller's store, is at a certain location and has certain things on sale.

When a department store advertises bargains, it does not make that advertising pay for itself by the bargains that are sold as a result. The immediate sales may *help* pay for the advertising, but what makes the advertising so profitable and absolutely indispensable is the fact that the local public is kept reminded of that store's presence and of the services that it offers.

In other words, when a woman reads the bargain advertisement and says: "I shall go there tomorrow and buy some of those shirts."—she is not the one who makes that department store's advertisement profitable.

It is the woman who, a week or so later, says to herself: "John needs shirts. I think I shall go to such-and-such department store"—and not knowing what has put that department store's name in her mind, she goes and buys those shirts at regular prices. She is the one who makes a department store's advertising really profitable.

Individuality and Consistency

In other words, the opportunity of the book-retailer to advertise books is based on his opportunity to make his store an institution—a part of a locality's life—an agency that is well regarded and favorably known as an asset to the community and to the individual.

Almost every department store has institutionalized itself. Many a good jewelry store has institutionalized itself. In every city there are from a dozen to 100 stores that have institutionalized themselves—that have built for themselves a certain favored place in the public mind.

Few of those stores have one-half as much reason as the book-stores have, for becoming "*institutions*" in the best and most potent sense.

And best of all, the book-store can take one specific book at a time and advertise it, and in that way give to its advertising a certain news-interest, a real allurements—and with a modest expenditure (consistently applied) it can, by its repeated advertising whether it be weekly, or daily, or bi-weekly, carry on a campaign that will win over to that store such part of the public as it *should* have as patrons.

So, isn't it possible that the advertising of books is squarely at the door of the dealer, rather than at the door of the publisher?

For the dealer to do this advertising in an *institutional* way he must follow a certain continuity. His advertising must express the individuality of his store week-in-and-week-out. It cannot be a blatant Gothic announcement this week and next week a dainty Cheltenham advertisement utterly different in style. There must be a definite continuity of appeal so as to make each advertisement *continue* its value into the next advertisement and in that way insure accumulative effect.

For that reason the book-seller must use his *own* advertising. He should not try to use the utterly different and unrelated species of ready-made advertisements which the different publishers might furnish. He might use the wording from these advertisements, but the style must be adapted to his store's own per-

sonality, so that a real continuity of *impression* will result from the store's program of publicity.

But above all, this must be remembered—that one of the greatest causes of waste in advertising is the expectation that an advertising success can be made without adequate time, and without the continuous expenditure of enough money to make a definite impression. The old idea was to run an advertisement as a sort of "flier" and then see what the result might be. In 99 cases out of 100 the results were nil and the money was wasted; whereas if a thoro-going advertising program of three to five years' duration had been carefully considered, and finally adopted as a definite part of the business policy, the chances would then be almost 99 out of 100 that with a fairly intelligent handling, the result would be a huge success, by which the dealer would have lifted himself from mediocrity to leadership.

How to Stock a Bookstore

By Richard W. Deshon

[This article was contributed to the recent PUBLISHERS' WEEKLY prize contest and received honorable mention. Mr. Deshon is at The Gardenside Bookstore, Boston, Mass.]

IF I were running a bookstore for myself, the amount of capital invested, the location and the clientele would be the factors to be considered in selecting the stock in the beginning.

The amount of capital invested would be of first importance in determining the stock, but whether this was \$5,000 or less, or \$50,000 or more; certainly, the location and clientele would be of great significance. By location, I mean first the city, and then the part of the city where the store was to be located. If in New York, a store in the neighborhood of Wall St., would have a different trade from one in upper Fifth Avenue. The clientele, unless already built up, would depend on the location; and, if in a section where business men would be the principal customers, an entirely different kind of stock would be necessary from a neighborhood where women would form the greater part of the buyers.

The location determined, I personally should want to have a rare book department. This is not merely because Mr. Newton, in his articles telling booksellers how to run their business, advises it. But it is really a most interesting part of the business for one who knows anything about it. Outside of New York, Boston, Philadelphia, Chicago and one or two other places, it would, however, be risky; and it is a dangerous thing for anyone to do who is not familiar with rare books. It is easy enough to buy thousands of dollars worth of such books, which may not be turned over for ten years. Therefore, it is advisable to buy only such items as are in demand, and which, it is reasonably certain, may be sold within a short time, and to know the proper price to

pay and charge is of the utmost importance.

The slow turnover of so many of the old books is one reason why one not familiar with them should hesitate to stock them. Another very important reason is that unless one knows editions and selling points, or at least knows where to turn to get the information, it is useless to attempt to sell rare books. Then—very many "faked" firsts are in the market, and the bookseller cannot be too careful in buying such items: for a misrepresented sale even tho the bookseller is perfectly sincere and believes he is selling a genuine rarity, results in the poorest kind of advertising. But with the knowledge of the right books to buy and the right way to sell them, it forms, as I have said, a most interesting part of the business; and, also, for a keen buyer, the most profitable. Furthermore, there is a big chance to develop collectors and almost endless opportunities once a collector of rarities is made to sell him books in the future.

While many first editions and rare books are standard books, the best current editions of the most popular standard authors are of more general interest. There are certain editions every bookseller should carry, such as the Gadshill Dickens, the Smith & Elder, Thackeray and the Dryburgh Scott. A set of each in a good English half binding might well be stocked by any bookseller in a community where the patronage is liberal. But bindings are expensive these days, and for one person who will purchase a set in binding there are ten or a dozen who will purchase a set by the individual volume. Therefore I should start with a complete set or two of these editions, as well as other staples, such as Kipling, Conrad, Stevenson, O. Henry, etc.

The more popular titles should be purchased more heavily than the minor ones. Ten people

will buy "David Copperfield" to one purchasing Dickens's "Reprinted Pieces."

Many mistakes are made by buying on the book-seller's part of too many copies of the minor titles. These will not turn over rapidly, but will remain in stock for years and get shopworn, no matter how carefully the stock is taken care of.

At the present time, the limp leather sets are good sellers. Many, however, prefer the cloth bindings, and it is well to represent both in the proportion in which they will be demanded. As you can't tell in advance what will be demanded, it is advisable to buy lightly at first, representing more fully the popular titles, and later on reorders may be carefully given.

Fashions in Classics

Some authors come in many editions, the merits of which in some cases are nearly equal, so that the only way to decide which to carry in some cases is to have *sample* volumes, which may be shown to the customer, and from which he may order. There are, for instance, two bindings of the Nelson New Century Library. The cheaper one is very popular and should be well stocked. The De Luxe binding is preferred by many, and samples of the more popular authors would be a better buy than complete sets. In getting samples the more popular titles would be advisable. When these are sold, they or different titles of equal demand should immediately be reordered.

The various Oxford editions of Dickens, Scott and Thackeray, in the leather bindings, could easily be stocked in the same way. Many of the authors which were so popular years ago, as Fiske, Parkman, Holmes, Hawthorne, etc., while of great merit today, can be more profitably handled in the small or new shop by samples, or, in some cases by several of the more popular titles. The fact that an author's works may have been very popular 20 or 30 years ago but are much slower sellers today is often forgotten by a bookseller.

The Cambridge edition of the poets in cloth, and the more popular titles in the half leather are worth stocking well. Many standard works, not easily available elsewhere can be had in the *Everyman's Library*, and certain of these titles can be turned over quickly. If the store is located in a university town, many titles constantly called for—can be supplied in a good moderate priced edition.

The question of stocking the classics, drama, essays, poetry in general the miscellaneous titles making up a publisher's list is a serious one, demanding much study. It is better in the beginning to stock up those titles only, which it is reasonable to believe will be turned over quickly. A speedy turnover, cannot be emphasized too many times as the big thing in the success of a bookstore.

Certain specific sorts of books may and may not be desirable to stock. Scientific, mechanical and medical books, if already sold by a store with an established trade in the same city, should probably not be undertaken. Special subjects like these should only be handled by a

dealer knowing what he is buying and how to sell these subjects. If a good denominational religious bookstore is in the city, it will probably get most of that trade.

Children's books are a special problem, and, if possible, should be handled by a special buyer and salesman. A good children's department will bring adults to the store and serve in helping the bookstore become a necessary place in the life of the community. The problem of the new book is not as large a problem in this field as it is among other publications. A great percentage of books usually sold are established titles, and a good variety covering the interests of all ages can be carried for a relatively small investment.

The popular books on architecture and home decoration have a wide appeal, and I should represent the best of these rather generously, for they always sell well. The more expensive items like Odom's "Italian Furniture" and Lockwood's "Colonial Furniture" can be sampled if in a community where there are collectors. If, however, I knew nothing personally about the merits of the many books of this kind, I should get the advice of some one who did know. In all special fields, I should not hesitate to ask the advice of others on subjects in which I knew little.

The question of business books is a big opportunity for most booksellers. If, for instance, I knew nothing about accounting, I should get the advice of some instructor in a neighboring institute as to the books he would recommend to his classes.

Travelers Too Persuasive

In buying new publications, I should use great care. Whenever possible to read an important new novel in advance of publication and before buying, I should do so. Certain authors like Zane Grey and Oppenheim are always worth about the same number of copies. Important authors like Galsworthy and Walpole sell better in some cities than others. It simmers down to a question of locality and clientele, in most cases. Certain authors like Mary Johnston were tremendously popular at one time, and now it is difficult to sell their books. Authors like Blasco Ibáñez and Merrick are widely exploited, and their older as well as later publications may be safely bought. In Boston, Marshall's novels are good selling stock thruout, but I doubt if this is true thruout the country. Again it is locality and clientele. In order, then, to determine what to order, one must have experience: and in starting until you get that, it is far better to buy lightly than heavily.

The publishers' travelers, for the most part, are excellent salesmen, and their very persuasive methods of selling often influence a buyer to go too far. "Sampling" unknown books cannot be too heavily condemned. More money is lost that way than thru any other kind of buying. The mark-down counters are often filled with these books which have been purchased in small quantities which, perhaps came in during a busy season, but not in suffi-

ciently large quantities to be properly displayed.

In buying works other than fiction, the same holds true. If it is reasonably sure to interest your clientele, buy it; but conservatively, at first. Otherwise, skip it. And don't, simply because you yourself like a book, plunge and buy more than you will sell. Because you like a book is a big reason for buying it, if you feel sure the public will like it, too. And likewise you may not like a book, but the author may be sure to sell, and personal prejudices should not rule the buyer; common sense should.

When it comes to reorders, it is a simpler thing, and after the bookseller has established his trade; it is easier to buy new books. A running inventory of stock, that is listing the receipt and sale of every title, is too complicated a matter for the average bookstore. It is not an accurate method as a rule; and is a very expensive one, for time is taken up, which can well be given to other things.

Some system for reorders is very necessary—a book in which the shorts are promptly written down, both the titles asked for, and not in stock and the titles ordinarily carried of which the last copy is sold, or which is running low. The buyer, should, each night, determine what it is necessary to order and order them; unless it is an item, which can wait until the traveller comes. The more books ordered from the traveller, the better for the business, on account of longer datings on the bills, and better discounts. The sales should be analyzed at certain periods. Let us say for instance that during a week the sales were \$1,000—as follows:

Novels	40%	\$400
Biographies	15%	150
Standard books	10%	100
Topics of the day	5%	50
Poetry	3%	30
Reference books	2%	20
Travel books	2%	20
Essays	1%	10
Business books	1%	10
Bibles and religious books	1%	10
Children's books	20%	200

100% \$1000

This is of course a rough analysis, which can well be expanded.

This should be repeated, an average struck, and the percentage of certain kinds of books should be used as a basis in buying. If, for for instance, the average for a period was that given above, and the amount allotted for purchases was \$6,000 for the month—\$3,000 could be spent for novels, \$9,000 for biographies, etc. This would have to be an average not for one or two weeks but for a year and more to get a real working basis, as certain biographies, like Roosevelt's "Letters to His Children" would sell in a way one year that no other biography would for years. Topics of the day, books like "Economic Consequences of the Peace" and Dillon's book, which had a tremendous sale a year ago, are

absolutely gone by now; and this should be taken into consideration.

In conclusion I would say I should endeavor to use common sense, by conservatively analyzing my sales; always aiming at as quick a turn over as possible; thus reaching for the financial success, without which no merchandizing is worth attempting.

Books on America

THE Roosevelt Memorial Association, thru the Educational Committee of the Women's branch, has just issued a list of books which it suggests as supplementary reading in public schools, having secured the co-operation of the New York Board of Education in preparing this. The list will be of interest to booksellers as showing the type of book that this Committee believes would make real appeal to young people, stimulating in them a deeper interest in their country.

Books On America

Endorsed by the Educational Committee of the Woman's Roosevelt Memorial Association
Promised Land, by Mary Antin. *Houghton.*
Verse for Patriots, by J. Broadhurst. *Lippincott.*

Four Aspects of Civic Duty, by W. H. Taft. *Yale.*

An American in the Making, by M. E. Ravage. *Harper.*

The New Citizenship (Pageant), by Percy MacKaye. *Macmillan.*

From Alien to Citizen, by E. A. Steiner. *Revell.*

My Country, by G. A. Turkington. *Ginn.*

World War and its Consequences, by William H. Hobbs. *Putnam.*

Abraham Lincoln, by Brand Whitlock. *Small, Maynard.*

From Midshipman to Rear Admiral, by Rear Admiral B. A. Fiske. *Century.*

Land of Fair Play, by Geoffrey Parsons. *Scribner.*

Our Military History, by Leonard Wood. *Reilly & Britton.*

The Military Obligations of Citizenship, by Leonard Wood. *Princeton Univ. Press.*

Fear God and Take Your Own Part, by Theodore Roosevelt. *Doran.*

Foes of Our Own Household, by Theodore Roosevelt. *Doran.*

This Great American Republic, by Henry A. Wise Wood. *League for the Preservation of American Independence.*

Their True Faith and Allegiance, by Gustavus Ohlinger. *Macmillan.*

Talks with T. R., by J. J. Leary. *Houghton.*

The Great Adventure of Panama, by P. Bunau Varilla. *Doubleday.*

The Art of Fighting, by Rear Admiral B. A. Fiske. *Century.*

Handbook of American Government, by W. H. Bartlett. *Crowell.*

Story of the Constitution, by Rossiter Johnson. *A. Wessels.*

The Straight Deal, or an Ancient Grudge, by Owen Wister. *Macmillan.*

A Progressive Religious Book Store

By Dr. W. J. Smith

Manager American Baptist Publication Society, Kansas City Branch

I DON'T believe anyone can safely say that he has solved the many problems that confront him in building up and maintaining a successful mail order and retail religious bookstore. We all have, more or less, ideas and methods in trying to build up our business.

May I say to begin with that Kansas City is one of the best cities in the United States for any line of legitimate business. It is a progressive city in every respect. Our railroad facilities could not be improved, and we have the best of agricultural land extending hundreds of miles in all directions.



DR. W. J. SMITH

Most concerns would have hesitated in launching out in any line of business in the midst of the world war in the spring of 1918, but we started, and it has been a success. I was advised by some of my closest friends that I was confronting a hard task in the midst of one of the most critical periods of all history, as conditions were so unsettled and the world was in a general turmoil.

My many years experience in the book business with the American Baptist Publication Society convinced me that our people would be back of me to the limit and would give me full sway in working out plans and methods in building up the business here in Kansas City. We opened our doors for business in the spring of 1918 with myself and one clerk to build up our trade. Our location was

not the very best for a retail bookstore, but there was one thing I had in mind, and that was to make this proposition a success if human energy could do it.

Our business has grown in leaps and bounds since the day we started, until now we employ nineteen clerks in caring for the work in different departments and could use more to handle the large volume of business. We have not only succeeded in building up a great mail order trade, but our retail business all along has practically doubled corresponding reports of the previous year, which leads me to believe that we are just beginning to reap the vast amount of business that can be had by going after it.

I believe anyone should know the fundamental principles of any line of business. Especially, in the religious book business. A man must know, more or less, about the books he sells, and then he should know his customers and the particular line of literature in which they are most interested. I don't believe any one can have any too many friends in business. They are the ones who help pay the overhead expense. I try to keep an up-to-date index card mailing list by making changes, eliminating and adding daily, as information reaches our office. I also have a personal mailing list of some of my best customers, to whom I am permitted to mail a few new books each month, and I know just about the kind of literature these people read. This is the result of a great many sales of religious publications.

I also believe it is essential to know the authors of books, and greatest care should be used in buying books. I have always thought it folly to buy something and doubt its merit. I try to buy books that are worth while and have a place in the reading world. Then, I push the sale by various methods, which I doubt if I could fully explain. One man may have an art of achieving things, yet it might not be practical for the other fellow.

A manager, in my opinion, should take an active part in every department of his business by seeing that his plans and ideas are carried out to the fullest extent. His influence and personality should encourage the employees to enter into the work with full heart and determination. There should be system and regularity. While I have always felt it necessary to have real system, I have not realized a real systematic organization. I feel sure some of my methods would not meet with the approval of some great bookmen, but it does the work for us, and we get results. I try to take advantage of the live propositions that I run into in different ways, and after thinking them out, if they seem logical, I give them a trial. While we are not going to meet with success in all

of our adventures, if we keep after it and back it up with real service, we shall ultimately see some results.

We try to fill orders and answer correspondence on the same date they are received. Customers seem to like this service idea. It is the thing they are looking for. We do everything possible to accommodate our trade, and give it in almost all cases, the advantage of a doubt when there might be an occasion for such a thing, providing it is in the boundary of legitimate business to do so.

I do my very best to hold my old customers by keeping in touch with them, and I add new customers as time will permit. The follow-up system is generally used in almost all progressive business. I consider it a good plan. If we are permitted the pleasure of quoting anyone on a bill of goods, large or small, we try to stay with them until we land the order. In most cases we succeed.

The right kind of advertising, I believe, is the gateway to a successful book business. The religious work in our country is like that done by all other organizations. From Sunday School teachers up to pastors, all are seeking the best information that will help them in their work, and the progressive religious book publishers are trying to furnish the proper books for the different departments, and it is up to the religious bookstores to get in touch with these people and keep them posted as to the material they should have. I believe the religious bookstore is just beginning to find its place in our country. It will

stand out more prominently in the future than in the past. It is up to us to place the religious bookstore where it should be. I am sending out letters to all the pastors in my territory soliciting their co-operation in the Religious Book Week. It will not only mean the sale of books, but it will help to make our world safe for democracy. While doing this, we are advertising our store and will, no doubt, get in touch with many prospective customers.

I try to see that the store is kept looking clean and inviting, as well as the show windows, and dispose of any stock that seems to utilize space on our shelves for lack of demand. We all get stuck at times on unsalable books, and my plan has been to get rid of them as quickly as possible, even at reduced prices, which is far better than keeping them for souvenirs.

I consider myself fortunate in being permitted the pleasure of working up from an errand boy to manager for the American Baptist Publication Society, an experience which gives me facts to work on and enables me to see things possibly from an unusual angle. I received my book training under the leadership of two of the best book men of their day, namely, B. J. Roberts, who was manager of the Society's Branch House in Dallas, Texas, in 1902, and in later years under Jesse Speight who succeeded Mr. Roberts as manager of the St. Louis House.

There is one thing I have never done, and do not to this day, and that is, watch the clock.

Canadian Book-Trade News

TORONTO—A forward step and one distinctly in the best interests of the Canadian book-trade has been taken by the Book Publishers' Section of the Toronto Board of Trade, which embraces in its membership nearly all the Canadian publishing houses, and is in fact the Canadian Book Publishers' Association. Following the annual meeting a week or so ago, when John McClelland of McClelland & Stewart, Limited, was elected president, a decision was reached to hold a monthly get-together luncheon. At each luncheon some one special topic was to be discussed and such action taken as would be to the advantage of the trade.

The first of these luncheons took place at the National Club on March 3 and the topic set for discussion was the practice of shipping books on consignment to booksellers. After the subject had been thoroughly debated a resolution was drafted and submitted to the meeting on motion of S. B. Crundy, Oxford University Press, and George J. McLeod, George J. McLeod, Limited. This resolution, which reads as follows, was carried unanimously:—

"Whereas the shipment of books on consignment and subject to rebate, exchange or return, has proved detrimental to both publisher and bookseller;

Be it resolved that on and after April 2nd,

1921, the members of the Book Publishers' Section of the Board of Trade of the city of Toronto will under no condition ship books (other than educational) on consignment subject to rebate, exchange or return, with the exception of one copy which may be sent as sample; no books to be loaned for window or counter display."

Several of the Toronto publishing houses will be represented at the conference of Canadian authors to be held at McGill University, Montreal, on March 11 and 12. A call for this meeting went out some time ago, the circular issued by B. K. Sandwell, editor of the *Canadian Bookman*, reading,—"It has long been felt by many of the leading writers of Canada that some means of bringing together the members of the author's craft, for the discussion of their common interests and the development of a livelier community spirit, was greatly to be desired. They are convinced that more co-operative effort by Canadian authors would create a wider interest in Canadian literature, both in Canada and elsewhere. To the general reasons in favor of such a gathering there is now added the need for organized representation of the author's interest when copyright legislation is being considered by Parliament during the coming session."

The invitation to attend the meeting has been extended to "all Canadian producers of copy-rightable material of a literary character," this broad definition making it possible for the publishers to participate. Quite a number of authors have signified their intention of being present and the gathering bids fair to be a momentous one in the history of Canadian letters.

Despite depression in many Canadian industrial centers, which has showed up business to a certain extent, publishers here report that 1921 trade has opened up quite satisfactorily. There is not any great rush of orders, but a steady turnover is proceeding. The book-trade at least is not suffering at all seriously from the slowing-down in industry which started last fall and is only now showing signs of improvement.

W. A. C.

Religious Book Week Finds Wide Support

THE Religious Book Week number of *The Baptist*, March 5, has just reached the Committee. It is rich in suggestions of reading material for pastors and people. A partial list of contents includes: editorials on "Religious Books," and "When Did You Buy a Book?"; articles: "A Man and His Books," by Harry Emerson Fosdick, "The Place of Religious Books in the Home," by Emory W. Hunt, "Religious Books for Young People and Children," by Mary E. Bamford; two symposiums—"Books I Should Like My Pastor To Read," and "Books I Should Like My People to Read," written by representative laymen and clergymen addressed by the magazine; "A Pastor's Reading," by E. M. Poteat; a summary of best sellers by the agencies of the American Baptist Publication Society, and a page of book reviews. Also the announcement of an article by Professor John R. Brown on "Religious Literature—Then and Now" to be printed in the March 12th issue, and a splendid cover reproducing the Religious Book Week poster.

The Association Press has sent an attractive four page leaflet to six thousand Y. M. C. A. secretaries. "The Year-Round Bookselling Plan and Religious Book Week, March 13th-20th" announces the leaflet, with an attractive cut of the "Be Wise—Time Flies; Buy a Book a Week" poster. "This is a great stride forward in the history of the Religious Book World. It is the practical outcome of that getting together spirit which we call co-operation. Both the publishers and the distributors of books have felt that there was no good reason why people should not buy books for themselves and their friends as frequently as they now buy less desirable things.

"It is the purpose of the Year-Round Bookselling Plan to try out this idea by applying a general program under which all publishers and booksellers will work to stimulate greater public interest in the whole book field, and from March 13th to 20th to concentrate all efforts on *Religious Books*. . . . It is doubtful if many of us really know how indispensable present day religious literature has become and how close a relation it bears to questions of daily living. The leaflet gives the slogans for the various months, an article by Harry Emerson Fosdick, and suggests six ways in which secretaries can "Help make 'Religious Book Week' a success in the com-

munity and a real start toward a wider use of religious books thruout the year."

The *New Era Magazine* for March conducts an interesting symposium of publishing houses "concerning the duty of the public toward the effort of the publishers to provide the best in religious literature for scholarly and popular ownership and reading. "If all young married couples could realize how much their future happiness actually depends upon *creating the right religious atmosphere about their home from the start*," writes the Fleming H. Revell Co. (William H. Wooster), "I am sure a number of religious books would be installed along with the very first furnishings for their new home." "More religious reading by members of regular churches ought to be done and can be done," writes The Macmillan Co. (W. H. Murray).

The March issue of *Newsabout*, published by the United Religious Book Agency, gives many suggestions for Religious Book Week and the Year-Round campaign. The Woman's Press advertisement in this attractive selling aid is headed "Which shall it be on Easter morning? Hankerchiefs? Candy? Flowers? Bunnies? It is up to YOU to make it BOOKS.

The *Sunday School Times*, February 26, has articles on "The Minister and His Reading," "Reading to Steady One's Faith," "Among the Newest Religious Books," "Gateways to Children's Reading," "The *Sunday School Times* Book Department," "How to Start a Shelfless Library," and several other helpful hints about reading. Nearly all these articles include lists of recommended books.

The *Central Christian Advocate*, February 23, carries a Religious Book Week editorial, an article on "Reading and Ownership," by W. J. McGlothlin; "Is Reading a Lost Art?" by Clifton D. Gray, President of Bates College.

An attractive sticker advertising Religious Book Week and Oxford Bibles has been supplied in thousands to booksellers for use in their correspondence, and an attractive show card sent to them for window displays of Bibles during Religious Book week.

The Fleming H. Revell Co. has sent 25,000 copies of a vest pocket notebook to dealers, advertising the Week and special Revell books that can be connected with it.

A special Religious Book Week Committee was formed by the Chicago Booksellers' League which circularized all the ministers of the Chicago area, presented the subject by delegates to ministers' meetings and supplied

the daily papers with news stories.

In Winnipeg the big Russell-Lang Bookshop has taken the matter up energetically and has circularized the ministers of all denominations.

Adventures of a Bookseller

By Ketch

MR. ONDECK'S dinner consisted of a chocolate fudge, a sandwich and cup of coffee, after which he read the noon edition and smoked a cigar to let the above settle. Then he returned to the Bookstore, entered by the rear door, and after hanging his hat on a peg, took up his duties on the 'floor.' There were just two customers in sight, and Miss Vampet had one, while the other evidently had helped himself and was now half sitting on a counter absorbed in a book. Mr. Ondeck approached him.

"Waiting on yourself?" he said pleasantly.

"Yiss," replied Mr. K. Zuki, a small but upright son of Japan.

"Good."

"I wanna ask it. Haf you any book wid pheelosophe?"

"Philosophy. Yes sir. Here is a shelf devoted to that subject."

"Ah!"

Mr. Zuki ran a finger over the titles and drew out three volumes.

"Jess leave me, sank. I look um."

"All right sir."

And Mr. Ondeck moved on to arrange stock, and straighten up things until his customer should call. After quite a time Mr. Zuki said,

"I wan' sese two book"—laying two aside—

"But why not no ginerall pheelosophe here? I nod see him."

"General philosophy? These are all general. Maybe I don't understand you."

"Vell, I like dis ways: Pheelosophe iss of all peoples. Dese book just Chreestian pheelosophe."

"Oh."

So Mr. Ondeck got out the Yogi books and left him again while he looked them over. In his mind Mr. Ondeck was thinking: Philosophy! What does he know about philosophy, I wonder? Well, a Jap never buys a book till he's read it, so I'll leave him alone. That's the difference: an American takes a chance; title looks good, or author, and he plunges; but nothing doing for the Jap. Has to be sure thing with them. They aren't sports. If everybody bought that way we'd go out of business. Ha! He calls me.

"You wrap dese tree," said Mr. Zuki.

"So you are interested in philosophy?"

"Yiss. Pheelosophe."

"Studying it?"

"Yiss."

"There's one thing about Japanese philosophy I don't understand."

"Yiss?" politely interested.

"Yes. What's the idea behind this Hari-scari stuff?"

"Ah! You min Hari-kiri?"

"I 'spect."

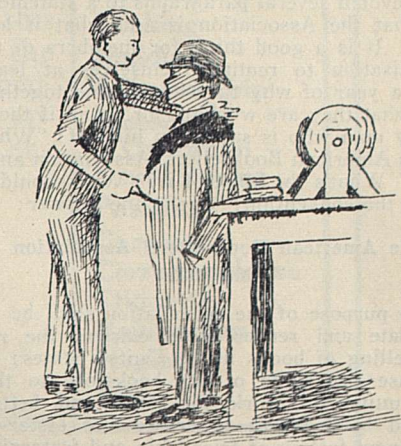
"What you ask?"

"Why do you do it?"

"Oh zat! Vell, it iss what you call it, a 'custom.'"

Mr. Ondeck smiled.

"Yes, but wat I want to know is how you justify such a thing. Suicide is a 'custom' with you, you say; and I naturally wonder what is the philosophy that prompts it."



"I PAT YOU WITH MY LEFT HAND"

"Ah. Zee Pheelosophe!"

"Exactly."

"See. It like dis: We fail something. Then great shame, so we do Hari-kiri."

"What a philosophy!" cried Mr. Ondeck. "Just because you fail you kill yourself!"

"No, no. You don't unnerstan! We are fail—then we mortify ourself."

"I see. Well I still insist that it is a poor philosophy. Do you know the Christian philosophy?"

"Chreestian? You tell me."

"When we fail, brother, we say 'Tomorrow is another day,' and begin all over. We rise on our failures, while you mortify yourself to death. With us failure means a temporary halt, with you it means annihilation. Believe me, I prefer the Christian philosophy."

"Yiss Chreestian. I tich him."

"Oh. Do you mean you are going back to Japan to teach?"

"Yiss."

"Well, let me give you a pointer."

The Jap smiled goodnaturedly.

"Spick it," he said.

"Look," said Mr. Ondeck, patting him on the shoulder in a friendly manner with his left hand, while he took up a pair of sheers with his right, and pressed the point gently against K. Zuki's stomach. "See, Mister! I pat you with my left hand and stick you with my right. My left hand is nice philosophy, my right—bad. Therefore I have two philosophies and the right hand undoes what the left accomplishes. Get me?"

"Yiss."

"Two philosophies are bad. Make both hands good. See," and Ondeck took Mr. Zu-

ki's right hand in both his own and shook it, "Both hands good. That is the Christian philosophy."

The inscrutable look of the Orient gave Mr. Ondeck no intimation of the sentiment within Mr. Zuki's breast. He took out his watch and said in a noncommittal tone,

"I takee my book."

Mr. Ondeck watched him as he passed down the store, and when he neared the door, he paused before some books which he studied a moment—then looked back. Ondeck smiled, and that moment was as near to confusion as he ever saw an Oriental come. Miss Vampet now came up to wrap a book, and Ondeck said,

"Didn't know I was a philosopher, did you?"

"Oh yes," said she, in a bored tone and without looking at him. "You lie beautifully."

American Booksellers' Association

IN a circular describing the convention plans at Atlantic City Eugene L. Herr, President of the American Booksellers' Association, has devoted several paragraphs to a statement of what the Association is and what it has done. It is a good thing for members of an organization to remind themselves at least once a year of why they have come together and what they are working for. And if there is any man who is saying to himself: "What is this American Booksellers' Association anyway? What's the good of it? Why should I go to the convention?" here's the answer:

The American Booksellers' Association

What It Is

The purpose of the Association shall be to stimulate and render more efficient the retail selling of books in the United States; to increase the value of the bookstore to the community; to work for more and better trained booksellers; to create and foster a permanent feeling of friendship and fraternity between the publishers, wholesalers and retailers thruout the United States: to promote friendliness of spirit between competitors; to prevent trade antagonisms; and thru united effort, promoted by good fellowship and mutual respect, to strive for aims and purposes which may be for our mutual welfare and for the better service of the public.

What It Has Done

In its existence of 21 years it has stabilized the conditions of retail bookselling and established the net price system. The net price system means a fair return to the retailer for his labors, and an honest and uninflated price to the consumer.

It has established amicable relations between publishers and retailers, and a spirit of co-operation in promoting their common aims.

It has secured for the retailer, in a large

degree, a schedule of discounts that insures him a living margin of profit.

It is co-operating in the efforts now being made to enlarge the book-buying and book-owning classes in America.

Why You Should Be a Member

The American Booksellers' Association is the national organization of the book-trade, and as such merits both the personal and financial support of all those whose livelihood is gained in the book business.

Retail booksellers and book department managers should support it, as it is constantly engaged in efforts to improve the conditions of retail bookselling and broaden the field of the bookseller's endeavor.

Publishers and their representatives should support it, because it is constantly endeavoring to expand and improve their retail outlets, and thereby increase the market for their product.

What Are the Dues?

The annual membership dues shall be ten dollars per year for any concern doing an annual book business of \$20,000 gross or over.

The annual membership dues shall be five dollars per year for any concern doing an annual book business of less than \$20,000 gross, or for any employee of any concern which is a member.

Can You Afford to Neglect This Duty?

Fill in the enclosed application blank and mail it with your check to the treasurer at once.

Our Goal—100 New Members for the Convention

To Members of the American Booksellers' Association:

It is your plain duty to get at least one new member for the Association before the Convention.

EUGENE L. HERR, *President.*

In The Field of Retail Advertising

A Good Book Bought Enlarges Thought

A book lengthens perspectives for us, adds new facts; a book a week pushes steadily back the walls that shut our thinking in. The systematic purchaser of books lives in a constantly enlarging universe.

Useful Books

FOR EVERY CLASSIFICATION

At every turn in Life's road one feels the need of books. In this day and age, books represent the short-cut to knowledge—a specialized knowledge that can be applied to any branch of human endeavor.

MORE BOOKS IN THE HOME

BROCKMANN'S

Charlotte,

North Carolina

BOOKS ON

Advertising
Accounting
Banking
Cooking
Building
Salesmanship
Motor Car
Operation
and Repair
Painting
Carpentry
Correspondence
Etiquette
Railroading
Hygiene
Etc.

EXAMPLE OF A GOOD RETAIL ADVERTISEMENT

Book Showers for the Bride

THE bookseller who is to take full advantage for his field of the June wedding season will probably need to begin immediately to lay some plans for publicity and the putting forward of new ideas. The suggestion of a book shower for the bride makes a very quick appeal, and as a novelty for this year would attract attention in almost any community.

In the months before a June wedding there are always many gatherings in honor of the bride, when friends enjoy bringing small contributions to the equipment of the new home. There are kitchen showers and linen showers, and even cellar showers for the groom. A book shower has all the advan-

tages of any of these and at the same time has a new and interesting flavor. Few new homes are opened with a sufficient equipment of books, and a gathering of a dozen to fifty volumes selected by one's friends would be a welcome addition, indeed.

It is perhaps even easier for the friends to select books than to select linen, and there is far less chance of duplication. If the local bookseller will give proper publicity to this idea, perhaps by writing it up in an interesting form for the newspaper, or in suggesting it to friends of some bride-to-be, there can be developments in this direction that will bear fruit for some years.

25 Years Ago in The Publishers' Weekly

New Amsterdam Book Co. starts in business, W. B. Hadley, president.

Stone & Kimball open a branch office in New York.

In the retirement of Georges Charpentier the French book-trade loses its most public-spirited friend.

R. H. Russell & Son announce a new edition of that wonderfully successful book the "Drawings of Charles Dana Gibson."

Death of Philip Jacob Arcularius Harper, retired senior member of Harper & Bros.

Bruce Rogers, designer, goes with Houghton Mifflin & Co.

Harper and Bros. are about to publish an anonymous book entitled "Personal Recollections of Joan of Arc."

Charles T. Dillingham & Co., long connected with the jobbing trade, have sold out stock and good will to The Baker & Taylor Co.

Macmillan completes the publication of Wheatley's edition of Pepys' Diary.

The Smith-Towner Bill

A SUBSCRIBER writes to the PUBLISHERS' WEEKLY as follows:

"Would it not be a wise measure for the book-trade as a whole to voice its approval and use its influence to have the Smith-Towner Educational Bill passed? Is it not one of the fundamentals of the trade to have two books read where one was read before?"

This important piece of legislation is one that will, as our correspondent suggests, help very fundamentally in making a wider reading public. It has in it the best suggestions that could be brought together by the educational leaders of the country for bettering conditions. It is not an attempt to centralize the entire control of our public schools in a Washington department, but to provide support for those who are endeavoring in their various states to improve the educational methods, and it will give aid to those who are facing the problem of illiteracy as revealed by the war conditions.

If there is a Department of Education established with a seat in the Cabinet which shall have under it all of the various Boards and Bureaus that are now scattered about under different departments, it will create a center for progressive ideas in education that should greatly hasten the day when we shall be really supplying education to all the people. Such a consummation is most devoutly to be prayed for by those who write, make or distribute books, and the bill should be supported by individuals of the book-trade and thru their national organizations, as it is already being supported by the General Federation of Women's Clubs, the National League of Women Voters, the Parent-Teachers' Association, and the American Federation of Labor.

An Uncorrected Galley

ADE, RILEY, HUBBARD, ET AL.

Indiana, the humorist state, may be the center of population, but never the center of gravity. —Chicago Journal of Commerce.

THE BEST BETT

Of the best-sellers' bright sextet
The brightest is Miss Lulu Bett!
What rival work dare fling the gage
To this, the rage of page and stage?
None can deny, it seems to me,
The season's one best Bett is she;
And he's as ill-bred as a Zulu
Who'll say she's other than a Lulu.
Change not the verdict—mark it "stet":
The topmost place for Lulu Bett!

—F. Gregory Hartswick.

DEDICATION POSSIBILITIES

In his dedication Aikman opens up new possibilities to authors. It is inscribed, "To my own beloved family, sympathetic, affectionate, forbearing—happily different from the Zells." If some such notion had only come to Dickens he might well have dedicated Oliver Twist "To my grandmother, because she was not in the least like Bill Sykes."

—F. P. A. in New York Tribune.

WEBSTER PIED

We learn that there is in Massachusetts a lake whose name contains forty-three letters. It is tersely abbreviated as Lake Chaubunagungamaug. And this lake, where is it? At the town of Webster, in Worcester County, says "Books and Reading." Quite the right place for it, we aver, since it is obviously caused by the overflow of a couple of dictionaries.

Chris Morley in the New York Evening Post.

PROOF-READERS' BLUNDERS

In reading an article the proof-reader came across the quotation, "Books in the running brooks, sermons in stones, and good in everything," etc. "Ah," said he, "here is an obvious error," so he made the correction and sent forth to the world, "Stones in the running brooks."

The other accident was perhaps a just retribution which overtook an easily incensed author. He, too, had quoted "faint yet pursuing." This remark puzzled the proof-reader, who returned the galley-proof with the query "pursuing what?" Whereupon the author scribbled hastily, "Rats!" as an answer to the query, and the faithful proof-reader duly noted the information, inserted the missing word, and sent it forth to a startled world.

I am not sure whether an operator or a proof-reader was primarily responsible for just one more that has just reached me, but I have been shown a moving passage relating the escape of King Charles II from Boscobel. This informs me that His Majesty, having concealed himself in an oak tree, subsequently made his escape from the district "disguised as a pheasant."—The London Sunday Times.

Among the Publishers

A Week's Gleanings of Book-trade News

THE Oxford University Press has become the publisher of the Early English Text Society.

E. F. BENSON, author of "Dodo," has written a chronicle of the affairs of the famous Benson family called "Our Family Affairs, 1867-1896" (Doran).

THE SECOND volume in William S. Hart's *Boy's Golden West Series*, "Injun and Whitey Strike Out for Themselves" was published by Houghton Mifflin this week.

"MEDALLIONS IN CLAY" is the name of Richard Aldington's translations from Greek and Latin poets, to be published by Knopf in April.

MOFFAT YARD & Co. have recently published "Our Short Story Writers" by Blanche Colton Williams, Ph. D. which is Volume IV in *The American Writers Series*. The fifth volume in the series, "Our Humorists of Today" by Thomas L. Masson of *Life* and volume six, "Our Playwrights of Today" by Heywood Broun and Ruth Hale, will both be ready in September.

IN Philip Curtiss's mystery tale, "Wanted: A Fool," which the Harpers published recently, the story hinges on the fact that a man advertises for some one fool enough to take the job he has to offer. The story is laid in Litchfield County, Connecticut. The other day Mr. Curtiss received a letter in which the writer told him of a man living in the same county who, some years ago, advertised for a thief to run his farm. He said that all his previous managers had come highly recommended for honesty and had stolen everything he owned and he wanted to try the other kind.

WILLIAM MACLEOD RAINE, Western author of Western novels, was recently chosen "cowboy emeritus" at the "Stampede" put on in Denver during Stock Show week, which is the busiest and most hilarious of the year in that city. He dragged out from the garret of his house chaps, spurs, bandanna, white Stetson hat, well-worn high-heeled boots, and the other equipment of his earlier riding days. At the appointed time he escorted "Miss Colorado" into the city Auditorium on horseback and helped stage a mimic hold-up. A five minute cowboy talk was a later feature of the evening. He gave the buckaroos from the range a "sure enough" welcome and invited them to "shake a lively hoof" on the dancing floor.

EUNICE TIETJEN'S novel, "Jake," "a memoir that tells a story" is to be published by Boni and Liveright this month.

Dr. BURRIS JENKINS, author of "Princess Salome: A Tale of the Days of Camel-Bells" (Lippincott) is the editor of the *Kansas City Post* and preaches to the largest congregation in Kansas City.

IT WAS Arthur Guiterman who pointed out to Mrs. Waldo Richards how appropriate her address "Joy and Beacon Streets" was to her occupation. This was while Mrs. Richards was working on her new anthology "Star Points" (Houghton).

CLEMENT K. SHORTER is preparing for a New York publishing firm editions de luxe of George Borrow and Rudyard Kipling. These editions will contain much unpublished material, and still more which the authors printed and never corrected.

MUCH of the substance of the lectures which H. G. Wells had planned to deliver on his long-heralded but, because of his illness, unfortunately postponed visit to this country will be included in his new book, "The Salvaging of Civilization," which the Macmillan Company announces for Spring publication.

WILLIAM ALLEN WHITE of Emporia and the world, signalizes with characteristic urbanity, the passing of his own literary generation in an article in a current magazine bearing the title, "We Who Are About to Die Salute You." "The Silent Tear," says Mr. White in the course of the article, "which once glittered upon the pages of American fiction is going dry with the rest of the country under some sort of literary Volstead Act." He goes on to say that the books and plays of the new men who write of our national life are absolutely waterproof as far as tears are concerned and he finds Sherwood Anderson especially prone to this kind of "dry surgery." In "Winesburg, Ohio" and in "Poor White" (Huebsch) Mr. White says, "Sherwood Anderson gets away with every sort of cruelty and oppression to his heroes and performs every sort of literary malpractice upon his heroines. We observe the flinching of his cursed creatures with merely scientific interest. It is all impersonal—this grief and pain and passion of the fiction writers of our new era." Mr. White, as a "middle-aged mid-Victorian with natural emotions... longs for the splash of the vanished tear."

Obituary Notes

M. PAUL OLLENDORFF, head of the great French publishing house of that name, is dead. He was the second son of the author of the "Ollendorff Method" of teaching modern languages, a popular series of which he was the publisher. In 1878 M. Paul Ollendorff became a member of the Cercle de la Librairie and in 1883 was elected to the Council. In 1889 he was made a Chevalier of the Legion of Honor and in 1899 became a vice-president of the Cercle.

Communications

To Avoid Misunderstanding

Chicago *Evening Post*,
Chicago, March 4.

Editor, PUBLISHERS' WEEKLY:

Dear Sir: In your issue of February 19 you quote an editorial from the Chicago *Evening Post* in which it suggests that the Germans should print fewer books and give more energy to "essential" industries, and you say that it is strange that a paper celebrated for its book section should take such an attitude.

Your editorial is not in the least ambiguous, and yet a friend to whom I showed it misunderstood the matter. He thought the editorial you quoted was from the Literary Review of the *Post*—that is, from my pen.

In view of that fact, may I beg this much space to say that it was not. It was from the regular editorial column. I should be sorry to have anyone think I wrote that editorial, partly because I can sympathize with the evident desire of the Germans to forget their troubles by turning to literature; and partly because, beyond a belief in free trade, personal liberty—including Debs—and the freedom of the seas, and distrust of the League of Nations, dislike of Lloyd George, liking for Henry George, contempt for most politicians and an admiration of *The Freeman*, I have no interest in or knowledge of politics, and would not like to be thought of as a political writer.

Sincerely yours,

LLEWELLYN JONES.

Well Qualified

[The following letter was recently received by The Booksellers' League.]

Rue de la Rôtisserie,
Geneva, Switzerland,

Jan. 23d, 1920.

Dear Sir:

Since years it is my greatest wish to emigrate to the United States and serve there in the measure of my capacity. I am a writer by profession, 34 years old, Doctor of Laws. I have studied at the Universities of Vienna, Paris, Frankfurt a/M., Geneva, Budapest, and the London School of Economics and Political Science. Am speaking: French, English, German, Italian, Hungarian. I am bibliographer, and am managing since July 1919 the Book Department of a great international agency. I am also quite up in the periodical literature

of the world—because our business deals greatly with that article.

I am very anxious to get a good position in the United States, at the usual salary paid for my qualifications, and would be very much obliged to you for further news.

My present salary is 600 francs monthly which is about \$100 per month. If no commercial appointment would be available, could you perhaps place me with some collector in need of expert advice as I am not only a book-seller but at the same time a book-lover.

I am, dear sir,

Yours very faithfully,

RAOUL GERBER, D. L.

Tauchnitz Editions

THE *Publishers' Circular* of February 5 says:

"We understand that the great firm of Tauchnitz, of Leipzig, is resuming the addition of new volumes to its series of reprints, in English, of works by English and American authors—the new works being chiefly American. The series at present includes 4,550 volumes. We have known many of the authors whose works appear in the famous series, and never heard anything but praise of the way they were treated; in fact, they were always proud to be represented among the books in that handy, well-printed collection, supposed not to be imported into this country, but everybody who travelled abroad brought back the copies they bought. We doubt if any series of books has been oftener mentioned by some character in fiction than this."

Des Moines Book Fair

HARRIS Emery & Company of Des Moines are to repeat their book fair, and have selected the week of November 14th-19th for the purpose. Miss Ruth Eberhart, manager of the department, has been in New York this week arranging some of the plans.

Periodical Notes

THE LESLIE-JUDGE COMPANY, New York, publisher of *Leslie's Weekly*, *Judge* and *Film Fun*, which entered involuntary bankruptcy last week, will continue publishing these three periodicals with the same frequency of issue as heretofore.

Personal Notes

ALBANY, N. Y.—George H. Davis has become general manager for George Held, "Complete Book Manufacturer."

Business Notes

LONDON, ENGLAND.—The new address of Leonard Parsons, Ltd., of London, is 24 Devonshire St., Bloomsbury, W.C.1.

MACON, GEORGIA.—An involuntary petition in bankruptcy has been filed against the McEvoy Book and Stationery Co.

The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth. Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.

Bailey, Charles H.

Mechanical drawing for beginners; giving the fundamental technic of modern practice. 93 p. diagrs. O [c. '20] Peoria, Ill., The Manual Arts Press pap. 68 c.

Bailey, Henry Christopher

Call Mr. Fortune. 262 p. D [c. '21] N. Y., Dutton \$2 n.

Detective stories dealing with mysteries of crime distinct from the conventional.

Barcynska, Hélène, Countess

Jackie; with front. by Roy Hamell. 312 p. D c. Bost., Houghton Mifflin \$2 n.

The story of a street dancer of London, who became the rage of the season in a musical play.

Beith, John Hay [Ian Hay, Junior sub., pseud.]

The lighter side of school life. 188 p. D '20 Bost., Houghton Mifflin \$1.75

The story of life in the English schools.

Beman, Lamar Taney, comp.

Selected articles on the closed shop. 47+197 p. (23 p. bibl.) D (The handbook ser.) '21 N. Y., H. W. Wilson Co. \$1.25 n.

Bennett, George Edward

Accounting principles and practice; 3 v. [v. 1 and 2 now ready.] 41+430; 13+461 p. tabs. forms O c. '20-'21 N. Y., Biddle Business Pub., Inc., 19 W. 44th St. ea. \$3 n.

Every branch of accounting is covered in this work, from the fundamental principles to more intricate problems. The author is professor of the Dept. of Accounting Syracuse University.

Bennion, B. [B. B. of the Field]

The trout are rising in England and South Africa; a book for slipped ease; with an

introductory letter by H. T. Sheringham. 17+292 p. front. pls. D '20 N. Y., J. Lane \$2.50 n.

Benson, Edward Frederic

Our family affairs, 1867-1896. 336 p. front. (por.) por. O [c. '21] N. Y., Doran \$4 n.

An intimate record of this author's brilliant family.

Bernheim, Beatrice B.

Life's vagaries. [verse] 109 p. T [c. '20] N. Y. [Author], 404 Riverside Dr. \$1.50

Cabot, Ella Lyman [Mrs. Richard Clarke Cabot]

Seven ages of childhood. 34+321 p. O c. Bost., Houghton Mifflin \$2.75 n.

Partial contents: Babyhood; The dramatic age; The paradoxical age; The age of the gang; The age of problems.

Candee, Alexander M.

Business letter writing. 10+347 p. O c. '20 N. Y., Biddle Business Pub., Inc. \$4 n.

Partial contents: Means of conveying thought; The principles of thinking; Building the letter [3 chapters]; Sales letters: principles of influencing or selling; Reader's viewpoint; Collection letters. The author is a lecturer on Commercial Correspondence, Extension Div., Univ. of Wisconsin.

Cory, Vivian [Victoria Cross, pseud.]

Daughters of heaven. 299 p. front. D [c. '20-'21] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75 n.

A love story.

Cross, Zora

The lilt of life. [verse] 156 p. Q N. Y., Oxford Univ. Press \$2.50 n.

Davies, David J.

The church and the plain man. 17+324 p. O (Moorhouse lectures) N. Y., Oxford Univ. Press \$3 n.

Benedict, Francis Gano and Talbot Fritz B.

Metabolism and growth from birth to puberty. 6+213 p. charts pls. O (Pub. no. 302) '21 Wash., D. C., Carnegie Institution pap. \$2

Bloomquist, Rev. E. C., comp.

The great victory; Easter program for the Sunday school; [with responsive readings, hymns with music and recitations.] no paging music O '21 Rock Island, Ill., Augustana Bk. Concern pap. 10 c.; \$5 per hundred.

Boalich, Edwin Snow, and others

The clay industry in California. 102 p. front. tabs. pls. diagrs. (part fold.) O Sacramento, Cal., California State Mining Bu. pap.

Bradley, Walter Wadsworth

California mineral production for 1919; with coun-

ty maps. 204 p. front. pls. tabs. O (Bull. 88) Sacramento, Cal., California State Mining Bu. pap.

Brooks, William Penn

Methods of applying manure. various paging pl. tabs. O (Mass. agric. experiment station bull. no. 106) Amherst, Mass., Agricultural Experiment Station pap.

Church, A. H.

Elementary notes on the reproductions of angiosperms. 24 p. O (Botanical memoirs, no. 5) N. Y., Oxford Univ. Press 90 c.

Elementary notes on structural botany. 28 p. O (Botanical memoirs, no. 4) N. Y., Oxford Univ. Press 90 c.

On the interpretation of phenomena of phyllotaxis. 58 p. il. O (Botanical memoirs, no. 6) N. Y., Oxford Univ. Press pap. \$1.60 n.

Dealey, James Quayle

The state and government. 14+409 p. O N. Y., Appleton \$3 n.

An introduction to political science from the sociological point of view.

Dennis, Clarence James

Jim of the hills; a story in rhyme. 8+84 p. Q N. Y., Oxford Univ. Press \$2.50 n.

Denton, F. M.

Elementary principles of continuous-current armature winding. 10+102 p. diagrs. tabs. S (Pitman's technical primers). N. Y., Pitman bds. \$1

Dickinson, Goldsworthy Lowes

Causes of international war. 110 p. (1 p. bibl.) D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Partial contents: The sense of community as a condition of war; War between states; The responsibility for war of the various elements in a state; Remedies.

Dodd, Anna Bowman

Up the Seine through Normandy to the battlefields. [Travel ed.] 393 p. front. pls. D [c. '20] N. Y., Harper \$2.50 n.

Donnell, Anne

Letters of an Australian army sister of the 3rd Australian General Hospital. 292 p. O N. Y., Oxford Univ. Press \$3 n.

Drapery trade; an adaptation of Pitman's shorthand to the requirements of correspondence in the drapery trade; with specimens of the forms used, and a description of the duties of shorthand typists engaged in such business; Centenary ed. 84 p. forms S (Pitman's shorthand writers' phrase books and guides) N. Y., Pitman \$1

Duncan, F. M., and Duncan, L. T.

Animal life in Africa. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Animal life in the British Isles. 106 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Animal life in the East. 90 p. il. (part col.) O (Wonders of animal life) N. Y., Oxford Univ. Press 60 c.

Fenger, Frederic Abildgaard

The golden parrot; with il. by Harold Cue. 8+275 p. front. D c. Bost., Houghton Mifflin \$2 n.

A story in which two men set sail for buried treasure in the Virgin Islands.

Ferrari, Paolo

Ferrari, Goldoni e le sue sèdici commèdie nuove. 139 p. O (Oxford Italian plain texts) N. Y., Oxford Univ. Press pap. \$1.15

Goldoni a le sue sèdici commèdie nuove; a play by Paolo Ferrari; ed. with preface and notes by Arundell Del Re. 8+156 p. O (Ox-

ford Italian plain texts) N. Y., Oxford Univ. Press \$1.60

Fiedler, H. G., and Sandbach, F. E.

A first German course for science students; comprising a reader and outline of grammar; with diagrs. and vocabulary; 2nd ed., rev. 10+100 p. D N. Y., Oxford Univ. Press \$2

A second German course for science students; readings from recent German scientific publications; selected, arranged and notated. 8+76 p. O N. Y., Oxford Univ. Press \$1.60

Firth, Charles Harding

The political significance of Gulliver's travels. 23 p. O (British Academy) N. Y., Oxford Univ. Press pap. 70 c.

Frasier, Scottie McKenzie

Fagots of fancy; in free verse; with an introd. by Helen S. Woodruff. no paging front. (por.) D [c. '20] Wheeling, W. Va., Progressive Pub. \$1.50

Friedel, J. H.

Training for librarianship; library work as a career; [introd. by Carl H. Milam] 224 p. (3 p. bibl.) front. pls. fold. plan D (Lippincott's training ser.) [c. '21] Phil., Lippincott \$1.75 n.

Partial contents: Librarianship as a profession; The social and special work of the public library; Library Commissions; Filing as a profession. The author is Editor-in-chief, *Special Libraries*.

Gaines, Thomas Robert

Vitalic breathing; il. with a set of eleven health-building exercises. 235 p. front. (por.) D [c. '21] Chic., Reilly & Lee \$2.50 n.

Exercises requiring no apparatus.

Garnett, Mrs. Louise Ayres

The courtship; a dramatization of Longfellow's poem. The courtship of Miles Standish. 62 p. front. D [c. '20] Chic., Rand, McNally & Co. bds. 60 c.

Gilmore, Mary

The passionate heart. 12+172 p. O N. Y., Oxford Univ. Press \$2.50 n.

Gill, Charles Clifford

What happened at Jutland; the tactics of the battle; [with a foreword by Admiral H. B. Wilson, U. S. Navy.] 13+186 p. diagrs. O [c. '21] N. Y., Doran \$3 n.

A survey of the Jutland fight, based upon official British and German reports. The author is a Commander in the U. S. Navy.

Goemaere, Pierre

Across America with the King of the Belgians; authorized tr. from the French by Beatrice Sorchan. 149 p. D [c. '21] N. Y., Dutton \$2 n.

Partial contents: On board the "George Washington;" New York; From the Atlantic to the Pacific; Washington; Coming home from America: The Isles of the Blest.

Ewbank, R. B., ed.

Indian co-operative studies; with an introd. by H. W. Wolff. 266 p. O (Univ. of Bombay economic ser., no. 2) N. Y., Oxford Univ. Press \$6.25

Fay, Edwin Whitfield

Glossae vergilianae. 36 p. O (Univ. of Tex. bull. no. 2017) Austin, Tex., Univ. of Texas pap.

Gollancz, Victor

Industrial ideals. 64 p. O (World of to-day ser., no. 5) N. Y., Oxford Univ. Press \$1 n.

Gooch, George Peabody

Nationalism. 127 p. (1¾ p. bibl.) D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. \$1

Partial contents: The French revolution; The unification of Italy and Germany; The liquidation of Turkey; The awakening of the East; Armageddon.

Hackett, Francis

The invisible censor. 167 p. O c. N. Y., Huebsch \$2 n.

A collection of essays, which have appeared in the *New Republic* in the last few years.

Hall, Robert Green, and others

A history of the United States for the grammar grades. 10+520 p. col. front. il. col. pl. pors. maps D [c. '20] Dallas, Tex., The Southern Pub. Co., 2015 Jackson St. \$1.45

Hannan, Rev. F. Watson

Evangelism. 251 p. D [c. '21] N. Y. and Cin., The Methodist Bk. Concern \$1.50 n.

Partial contents: General evangelism; Pastoral evangelism; Practical evangelism conserving results.

Hanssler, William, and Parmenter, Clarence Edward

A Spanish reader; with exercises. 8+260 p. il. maps D [c. '20] N. Y., Scribner \$1.40 n.

Harrington, M. Raymond

Certain Caddo sites in Arkansas. 349 p. col. front. pls. maps diagrs. (part fold.) S (Indian notes and monographs, a ser. of pub. relating to the American aborigines) N. Y., Museum of the Am. Indian, Heye Foundation ally

Hobart, George Vere

Idle moments in Florida. 102 p. D [c. '21] N. Y., Doran bds. \$1.25 n.

Humorous poems and sketches of life at the fashionable Florida resorts, written in a slangy style.

Holt, James Harvey

Finger prints simplified; a handbook of the science of finger print identification. 15+134 p. front. il. diagrs. D [c. '20] Chic., F. J. Drake & Co. \$2 n.

Hovey, Albert S.

The pyramid and solids; the pyramid solids and earthwork including earthwork tables; third section method; the new and true solution of prismoids and polyhedrons. 70 p. tabs. diagrs. D c. '20 Helena, Mont. [Author], P. O. Box 908 \$2

Jane, Frederick T.

Jane's fighting ships, 1920; [completely rev.; ed. by Maurice Prendergast and Oscar Parkes.] 139+579 p. pls. diagrs. tabs. obl. D

Heaton, Herbert

The Yorkshire woolen and worsted industries; from the earliest times up to the industrial revolution. 14+460 p. maps diagrs. O (Oxford hist. and literary studies, v. 10) N. Y., Oxford Univ. Press \$7.20

Ivms, Walter George

Grammar and vocabulary of the Lau language,

(23rd issue) N. Y., Lemcke & Buechner \$12.60 n.

An encyclopedia of the navies of the world.

Johnston, Sir Harry Hamilton

The backward peoples and our relations with them. 64 p. O (World of to-day ser. no. 1) N. Y., Dutton \$1 n.

Journal (A) to Rosalind. 8+157 p. D c. '20 N. Y., Huebsch bds. \$2

A story, told thru a diary, of the re-creation of a spirit thru love.

Kawabé, Kisaburo

The press and politics in Japan; a study of the relation between the newspaper and the political development of modern Japan. 13+190 p. (9½ p. bibl.) D [c. '21] Chic., Univ. of Chic. Press \$2 n.

Partial contents: Communication and education in old Japan; The political situation at the end of the Tokugawa régime; Reactionary movement and the growth of nationalism; The political awakening of the masses. Index.

Keay, Rev. Frank Ernest

A history of Hindu literature. 116 p. O (Heritage of India ser.) N. Y., Oxford Univ. Press \$1.15 n.

Kelland, Clarence Budington

Scattergood Baines. 301 p. front. D [c. '21] N. Y., Harper \$2 n.

A romance of rural New England.

Lansing, Robert

The peace negotiations; a personal narrative. 328 p. front. pls. facsms. O c. Bost., Houghton Mifflin \$3 n.

Partial contents: Reasons for writing a personal narrative; General plan for a league of nations; International arbitration; The proposed treaty with France.

Lauzanne, Stephane Joseph Vincent

Great men and great days; introd. by Nicholas Murray Butler; tr. by John L. B. Williams. 16+262 p. O c. N. Y., Appleton \$3 n.

Partial contents: Théophile Delcassé—the man who prepared victory; Marshal Joffre—the father of victory; Woodrow Wilson—college professor and president; America in the eyes of the world; Alexandre Millerand—president of France. Some of these appreciations appeared in the *North American Review*.

Le Queux, William Tufnell

The intriguers. 319 p. front. D [c. '21] N. Y., The Macaulay Co., 15 W. 38th St. \$1.75 n.

A tale of intrigue, plot and counterplot in high circles of Italy and Russia.

Lewis, Burdette Gibson

The offender and his relations to law and society; 2nd ed.; with an introd. by George W. Wickersham. 382 p. (2½ p. bibl.) front. plans O (Harper's modern science ser.) [c. '17-'21] N. Y., Harper \$2.50 n.

Soloman Islands, 62 p. front. pls. D. (Pub. no. 300) Wash., D. C., Carnegie Institution pap. \$1

Kansas. State Agricultural College

Practical cookery; a compilation of principles of cookery and recipes and the etiquette and service of the table; 4th ed., rev. 250 p. front. il. pls. D (Dept. of food economics and nutrition) c. '20 Manhattan, Kas., State Agricultural College \$1.35 n.

Lippincott, Isaac

Economic development of the United States. 16+691 p. tabs. O c. N. Y., Appleton \$3.50 n.

This work covers the subjects from the time of the earliest settlement until the present day, including the war development and regulation of industry and also the measures enacted by congress to put the industries back on a peace basis.

Luce, Allena, ed.

Canciones populares; musica arreglada y editada por Allena Luce. 6+138 p. O [c. '21] Bost., Silver, Burdett & Co. bds. \$1.28 n.

A collection of idiomatic songs from Spain and Spanish America, with their original lyrics.

McCarty, Richard Justin

Elements of plane trigonometry. 4+89 p. il. diags. O c. '20 Chic., Am. Tech. Soc. \$1

MacLachlan, John E.

How to become a private secretary. 8+109 p. (1 p. bibl.) D N. Y., Pitman \$1.50

Martin, C. C.

Export packing; a guide to the methods employed by successful shippers. 723 p. front. pls. diags. O c. N. Y., The Johnston Export Pub. Co., 370 7th Ave. \$10

This book tells how to select woods, test cases and crates, prevent pilferage, "shrink" the package, protect goods from rust, avoid high duties, "float" fragile material, and gives other information.

Mathers, Edward Powys, tr.

The garden of bright waters; one hundred and twenty Asiatic love poems. 108 p. sq. D Bost., Houghton Mifflin bds. \$2 n.

Translations of famous poems of the East, many of them written in the 8th century.

Maxwell, Donald

A dweller in Mesopotamia; being adventures of an official artist in the Garden of Eden; with sketches in colour, monochrome and line; [by the author.] 12+124 p. O '21 N. Y., J. Lane bds. \$7.50 n.

Partial contents: The Venice of the East; The wise men from the West; Arabian nights in 1919; The desert of the flaming sword. Most of the sketches are the property of the Imperial War Museum.

Merritt, Albert Newton

War time control of the distribution of foods; a short history of the distribution division of the United States Food Administration; its personnel and achievements. 7+237 p. pors. facsms. D c. '20 N. Y., Macmillan \$2.25

Miller, Edward Alanson

The history of educational legislation in Ohio from 1803 to 1850; [general introd. by Marcus W. Jernegan.] 11+248 p. tabs. O (Supplementary ed. monographs, v. 3, no. 2, whole no. 13) [c. '20] Chic., Univ. of Chic. Press pap. \$2 n.

MacDonald, George

The silver coinage of Crete; a metrological note. 30 p. il. (part col.) O N. Y., Oxford Univ. Press \$1.80

Miln, Louise Jordan [Mrs. George Crichton Miln]

The purple mask; adapted from the play *Le chevalier au masque* of MM. Paul Armont and Jean Manoussi. 8+307 p. D (Stokes' worth while new author ser.) [c. '18] N. Y., Stokes \$1.25

A story of Paris at the time of Napoleon, which is based on a play of the same name.

Moult, Thomas

Snow over Elden; a story of today. 281 p. D N. Y., Doran \$2 n.

A story of the plain folk of the countryside of Derbyshire, England.

Ogden, LaVerne G.

Zone food science. 75 p. front. (por.) pors. D c. '20 Cin., The Ogden Health Inst., 5th & Race Sts. pap. \$1

Suggestions for diet in health and disease.

Owen, Wilfred

Poems; with an introd. by Siegfried Sassoon. 9+33 p. front. (por.) sq. O N. Y., Huebsch bds. \$1.50

Verse written by an English Officer, who was killed in action a week before the Armistice.

Paine, Albert Bigelow

The lure of the Mediterranean; the ship dwellers: a story of a happy cruise. 7+393 p. front. il. pls. O [c. '10-'21] N. Y., Harper \$3 n.

Published in 1910 under title "The Ship dwellers: a story of a happy Cruise."

Percival, G. Arncliffe

The electric lamp industry; [written] in collaboration with English and American contributors. 21+112 p. front. pls. diags. D (Pitman's common commodities and industries) N. Y., Pitman \$1

Pettee, Florence M.

White dominoes. 351 p. D [c. '21] Chic., Reilly & Lee. \$1.75 n.

A mystery story.

Phelps, William Lyon

Essays on modern dramatists. 278 p. D c. N. Y., Macmillan \$2.50 n.

Barrie, Shaw, Galsworthy, Fitch, Maeterlinck and Rostand, are the subjects of these essays.

Phillips, Stephen

Collected plays; [with a preface by Stephen Phillips, jr.] various paging D '21 c. '02-'21 N. Y., Macmillan \$3.50 n.

A collected edition, with one hitherto unpublished play, "Aylmer's Secret."

Plumb, Albert Hale

William Bradford of Plymouth. 112 p. front. O [c. '20] Bost., Badger \$1.50 n.

Postgate, R. W.

The workers' international. 125 p. D (Handbook on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

A study of labor internationalism.

Poynter, Charles William McCorkle

Congenital anomalies of the heart. 102 p. (52 p. bibl.) O (Univ. studies, v. 19, no. 1-2) '19 Lincoln, Neb., Univ. of Nebraska Library pap. \$1.50

Roberts, Kenneth L.

Europe's morning after. 409 p. O [c. '21] N. Y., Harper \$3 n.

A book of travel, in which the author dwells in a light vein upon the customs of the countries.

Roche, Arthur Somers

Find the woman; with il. by Dean Cornwell. 311 p. front. pls. D c. N. Y., Cosmopolitan Bk. Corp. \$2

A novel of youth and mystery of modern New York.

Ross, J. Elliot

Sanctity and social service. 130 p. D c. N. Y., Devin-Adair Co., 425 Fifth Ave. \$1.50 n.

Partial contents: Activity the goal of prayer; Catherine of Siena—saint and suffragist; Francis of Assisi—saint and social reformer; Vincent de Paul—saint and founder of modern philanthropy.

Roy, James A.

Pole and Czech in Silesia. 6+212 p. D '21 N. Y., J. Lane \$2 n.

Experiences of the author while he was a member of the British Commission in Teschen, 1919-1920.

Scott, C. Kay

Blind mice. 321 p. D [c. '21] N. Y., Doran \$2 n.

A novel in which American life is studied.

Smith, W. Whately

A theory of the mechanism of survival; the fourth dimension and its applications. 195 p. diags. D N. Y., Dutton \$2.50 n.

Partial contents: The meaning of four-dimensional space; Application to certain of the facts elicited by psychic research; Vitality and will; The religious aspects of the hypothesis.

Stanger, Wesley A.

Personal selling; 12 v. various paging O c. '20 N. Y., Biddle Business Pub., Inc. pap. \$3 set

Twelve pamphlets of practical advice for salesmen on personality, solicitation prospects, price, meeting competition, meeting objections, closing the deal and other subjects, arranged for convenient use.

Stocks, J. L.

Patriotism and the super-state. 105 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Partial contents: Historical development; Patriotism as willing service; Ethical value of the patriotic complex; Criticisms of nationalism; National policy; Imperialism and democracy.

Truman, Olivia M.

The A.B.C. of occultism; the answer to life's riddles. 12+100 p. (2½ p. bibl.) diags. D N. Y., Dutton \$1.60 n.

Village education in India; the report of a Commission of Inquiry. 12+210 p. O N. Y., Oxford Univ. Press \$2.50 n.

Whitaker, J. Ryland

Anatomy of the brain and spinal cord. 5th ed. 262 p. il. pls. D '21 Chic., Chicago Medical Bk. Co. \$3.50 n.

White, Mrs. Emma Siggins, and Maltby, Martha Humphreys, comps.

Genesis of the White family; a connected record of the White family beginning in 900 at the time of the Welsh origin when the name was Wynn, and tracing the family into Ireland and England; sev-

Van Buren, Evelyn

Zizi's career. 348 p. D [c. '21] Indianapolis, Ind., Bobbs-Merrill \$1.75

A story in which the heroine reviews events in her life from her twelfth year to her eighteenth, leading up to the great hour of her career.

Vinal, Eugene R.

Mathematics for the accountant. 2nd ed. 16+170+38 p. tabs. O '21 c. '20-'21 N. Y., Biddle Business Pub., Inc. \$3 n.

Partial contents: Simple interest; Foreign exchange; Powers and roots; logarithms; Compound interest and present worth; Annuities: amount and present worth; Amortization; The slide rule; Problems from the examinations of the American Institute of Accountants.

Wells, Carolyn [Mrs. Hadwin Houghton]

The mystery of the sycamore; with a front. in col. by Frank McKernan. 336 p. D c. Phil., Lippincott \$2 n.

A murder mystery story in which three people confess to the crime. This novel appeared in serial form under the title "The Pardon Tree."

Wera, Eugene

Human engineering; a study of the management of human forces in industry. 20+398 p. D c. N. Y., Appleton \$3.50 n.

Partial contents: Evolution of attitudes of labor and capital; Competition vs. monopoly; Socialism; The new status of labor; Meaning of Democratic government; Influence of our animal nature on conduct; Influence of belief on conduct; Organizing for unity.

Whitehead, Harold

Your job; how to choose a job; how to get a job; how to grow in a job. 171 p. O c. '20 N. Y., Biddle Business Pub., Inc. \$2 n.

Inspirational talks to people in business on conduct, character and man-building, by the head of the Vocational Department, College of Business Administration of Boston University.

Willis, F. Milton

Recurring earth-lives; how and why; re-incarnation described and explained. 11+92 p. D (Sacred occultism ser.) [c. '21] N. Y., Dutton \$1.25 n.

An analysis of the outlines of Theosophy.

Willis, James F.

Bibliophily: or, booklove. 83 p. S c. Bost., Houghton Mifflin bds. \$1

Essays on books and on the gathering, reading and making of them.

Woolf, Leonard Sidney

Economic imperialism. 110 p. D (Handbooks on international relations) '20 N. Y., Harcourt, Brace & Co. \$1 n.

Studies of economic imperialism in Africa and Asia, the causes and results.

eral of the name entered England with the Norman conqueror; representatives of the English branch emigrated to America in 1638; the Scotts of Scot's hall in the county of Kent, England; one of the oldest recorded families, their traditional history beginning in Ireland about 300 B. C.; the authenticated record herein given dates back to 400 A. D.; emigration to America was in 1740; their descendants are to be found in every state of the Union; supplemental records, biographical sketches and coats of arms of nearly 70 allied families; [contains the lineage of John Barber White]. 11+346 p. col. front. il. pls. pors. col. coats of arms Q '20 Kansas City, Mo., Tiernan-Dart Pr. Co. \$20 n.

Index to Spring Announcements

In this list publishers' announcements are indexed by author, title and series. Titles beginning with an unimportant word are usually inverted, so that a book on a given subject will be listed under its subject if possible. Fuller information of the books announced will be found in the publishers' advertising pages, index to which is given on page 857.

- A B C of evolution. McCabe, J. \$1.50 Putnam
- A. E. F., A history of the 78th division. \$3 Dodd, M.
- Abbatt, William, comp. The colloquial who's who 8° \$4 W. Abbott
- Abbot, Willis J. Blue jackets of 1918. il. 8° \$2.50 Dodd, M.
- Abbott, Eleanor Hallowell. The sick-a-bed lady. 12° (Popular copyrights) \$1 Grosset & D. Macmillan
- Abbott, Lyman. What Christianity means to me. \$1.75 Macmillan
- Abernethy, Arthur T. Twenty-five best sermons. 12° \$2 Standard Pub. Co.
- Abnormal psychology. Coriat, I. H. \$4 Moffat, Y.
- Aborigines in the law and practice of nations, The question of. Snow, A. H. Putnam
- Abraham, The story of. Pell, E. L. 50c. Revell
- Acceptances, bankers' and trade. Mathewson, P. \$3.50 Appleton
- Accountant, Mathematics for the. Vinal, E. R. \$3; supp., 75c. Biddle
- Accounting. Bennett, G. E. \$3 Biddle
- Accounting and reporting, Principles of government. Oakley, F. \$5 Appleton
- Accounting, Fundamentals of. Cole, W. M. Houghton M.
- Accounting principles. Bell, S. Macmillan
- Accounting principles, Bookkeeping review and. Morton, D. W. Biddle
- Accounting problems, Practical. Pt. 1. Esquerre, P. J. \$10 Ronald
- Accounting system, Composite. Hawks, R. B. Biddle
- Across America with the king of the Belgians. Goemaere, P. \$2 (?) Dutton
- Adams, George B. Constitutional history of England. 8° \$5 Holt
- Adams, James Truslow. The founding of New England. il. \$4 Atlantic
- Adams, John D. Carpentry for beginners. il. 12° \$2.50 Moffat, Y.
- Adamwa dialect of the Fulani language, A first grammar of the. Taylor, F. W. Oxford Univ.
- Addio. See Young, S.
- Addison and Steele. Essays. (The modern student's library) \$1 Scribner
- Adirondacks, A history of the. 2 v. Donaldson, A. L. \$10 Century
- Admiral's chair, The. Montmorency, J. E. G. de Oxford Univ.
- Adventures of Be-Wee the gnome, The. Herbertson, A. G. \$1.50 Cupples & L.
- Adventures of the night. Birmingham, G. A. Doran
- Advertiser's handbook (International handbooks). \$1 Winston
- Advertising, Better. Manly, J. M. \$1.50 Drake
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- Aeronautics, A history of. Vivian, E. C. \$5 (?) Harcourt
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- Age of the reformation, The. Smith, P. \$6 Holt
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- Agricultural engineering ser., Wiley. See Chatburn, G. R.
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- Webster's new standard American dictionary. Reference ed. 16° \$2.50; \$1.50; \$1.25 to \$2.75 Laird & L.
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Rare Books, Autographs and Prints

A MOVEMENT in Indiana to build a children's hospital as a memorial to James Whitcomb Riley seems to be culminating successfully.

Bibliographical works and books about books, of all kinds and degrees of rarity, are in active demand with a tendency of prices to advance. This indication augurs well for book-selling.

A collection of Americana, selected from several consignments, including rare American almanacs, books and pamphlets on the Revolutionary War, Washingtoniana, California and the early West will be sold by the Heartman Auction Company, Inc., Rutland, Vt., March 19.

Just now the interest in fine prints seems to be at its height for this season. At the National Academy of Design more than 150 drawings, etchings, engravings, etc., are now on exhibition. At the New York Public Library the etchings, lithographs, and wood engravings of Manet, from the Avery collection, are on view. Etchings and dry points by Rembrandt can be seen at Knoedler's and of Lepere at the Harlow Galleries. Sixty Buhot etchings are on exhibition at the Keppel Galleries and include many rare and uncommon states.

The library of a New York collector will be sold to close his estate at the Anderson Galleries, March 17 and 18. It contains a large number of desirable English and American standard editions of popular authors, private press books, colored plate books, engravings, extra-illustrated and other good miscellaneous books. The books thruout the library are in fine condition. There are few rarities but are of the class that make desirable additions to the general private library and bookseller's stock.

Admirers of Keats in England have started a movement to purchase Wentworth Place, the house in Hempstead where the poet lived for a considerable time with Armitage, Brown and wrote several of his most famous poems, and equip it as a museum. The late Sir Charles Dilke bequeathed a valuable collection of Keats' souvenirs to the Borough of Hempstead, and it is planned to keep and exhibit them in the old house. A fund of £4,000 is needed to carry out the plans of which £3,500 has already been raised, and it is hoped that American admirers of the poet will contribute the remaining £500.

The death bed portrait of John Keats, painted by his friend Joseph Severn, perhaps better known than any other portrait, is one of the most treasured association items in the collection of A. Edward Newton, author of "The Amenities of Book Collecting." It was at once recognized that Severn had caught the

spiritual beauty of the poet as he lay dying and several copies of the original were made: one of these is in the Keats-Shelley Memorial at Rome and another may be seen in one of the great private collections of this city.

The library of Anthony J. Drexel, Jr., of Philadelphia, with additions, was sold at the Anderson Galleries, March 1 and 2. The highest price, \$1,025, was paid for Thackeray's "Illustrations to the Surprising Adventures of Three Men," a series of ten lithographic plates printed for "Presentation Purposes Only" and in all probability issued shortly after leaving college. It is probably the rarest of the Thackeray publications only three extant copies being known. James F. Drake paid \$621 for the Fourth Folio of Shakespeare. The rarer colored plate books brought good prices; sets sold fairly well; and the drawings of Blake, Leech and Rowlandson brought out the liveliest competition of the sale, with the exception of the Thackeray items. Really rare items were in good demand but in the more ordinary books there were the usual opportunities for the book buyer and dealer. The entire collection brought \$25,811.

One of the brightest ideas in catalog making seen for a long time comes from James F. Drake, Inc., 4 West 40th Street. It is a little catalog 4 by 7 inches, handsomely printed, containing 52 pages, devoted entirely to first editions of modern authors from \$1 to \$100 in value. In a paragraph on the first page the statement is made that each book listed is a first edition, in good condition, in the original cloth binding. Each book is given a full line for name and price and is printed in eight point Cheltenham type, which makes a strong handsome page. This little catalog contains upwards of 1,500 items in space ordinarily that would not admit of more than 400 or 500 lots. A return envelope is enclosed and for the convenience of the buyer it is suggested that items may be checked and the catalog sent as an order to be returned when the books are forwarded. The catalog is as convenient for the buyer as it is economical for the dealer; it is apparent at a glance that here is a real efficiency in catalog making.

Autographs, manuscripts, and broadsides, making Part V. from the stock of the late George D. Smith, will be sold at the Anderson Galleries, March 14 and 15, by order of his estate. This part contains 443 lots very many of which are of the most superlative interest. Space will not permit the mention they deserve. The letters, documents and manuscripts are of both literary and historical interest of a very wide range. For instance there is the rare and important broadside issued by the British in 1778 after our alliance with France threatening the Colonies with arson, murder and desolation; the title deed of

William Bradford's printing office; an important Civil War letter written by General Grant containing plans for the capture of Vicksburg; a manuscript proclamation of thanksgiving by Samuel Huntington, president of the Continental Congress, referring to Arnold's treason; one of the confidential despatches of Napoleon containing plans for the campaign ending with the Battle of Leipzig sent to one of his principal generals; three despatches on Napoleon's illness and death; and one of the finest letters of Edgar Allan Poe speaking of "The Murders of the Rue Morgue" and outlining "The Mystery of Marie Roget." This will be one of the most important sales of autographs and manuscripts of the season.

The exhibition of signed drawings, manuscripts and photographs contributed by famous men and women connected with the Great War, to be sold at the American Art Galleries, February 28, for the benefit of the fatherless children of France, was opened by Ambassador Jusserand. It was generally recognized that the exhibition was one of the most interesting of the various benefits for war victims and the attendance on the opening day and throughout the exhibition was large. Thomas E. Kirby, president of the association, presided at the sale. A representative of Mrs. David Johnson, of Boston, who conceived the idea of the "War Book" and was largely instrumental in bringing the collection together made an offer of \$10,000 for the entire collection. Mr. Kirby consulted members of the society under whose auspices the sale was being held and they decided to sell the collection unbroken for \$10,000 if a higher bid could not be secured. Mr. Kirby being unable to get an advance, sold the collection to Mrs. Johnson. It is probable that it will now go to either the Congressional Library or the Boston Public Library. There is apparently a demand for the publication of the material in a book to be sold for the further aid of the fatherless French children.

The Charles Romm collection of first editions, inscribed copies and manuscripts of modern English and American writers was sold at the American Art Galleries, March 4. The entire collection brought \$8,880. The works of many of the authors were sold *en bloc*; Thomas Bailey Aldrich's works in 34 vols., brought \$65; Arnold Bennett, 34 vols., \$62.50; George W. Cable, 15 vols., with interesting inscriptions, \$42.50; Mark Twain, 63 vols., \$110; Ralph Waldo Emerson, 29 vols., \$40; Maurice Hewlett, 40 vols., \$145; William Dean Howells, 76 vols., \$130; Henry James, 47 vols., \$125; Richard LeGallienne, 62 vols., all but five autographed or inscribed by the author, \$150; Jack London, 53 vols., \$150; Brander Matthews, 48 vols., all inscribed, \$25; Thomas Paine, 21 vols., \$16; Edgar Allan Poe, 29 vols. and 45 miscellaneous pieces, \$12.50; James Whitcomb Riley, 28 vols., \$25; Edmund Clarence Stedman, 33 vols., \$65; Henry Van Dyke, 23 vols., mostly inscribed, \$42.50; Whit-

tier, 24 vols., \$7.50. The Whitman's were broken up and sold in 78 lots bringing \$669.50. The rare first issue of the first edition of "The Leaves of Grass," 1855, with inscriptions for the Whitman centennial celebration by John Burroughs, Horace L. Traubel and Thomas B. Harned, brought \$140. It needs only a glance at these totals to see that some of the prices were frightfully low. There were several reasons for this: the entire collection did not give the impression of having been brought together with a fine sense of discrimination; this impression was intensified by the inclusion of many books in unsatisfactory condition and the constant mention of this fact in the catalog (which the cataloger was obliged to do) killed the interest of many discriminating collectors; again, the bundling here had the same damaging psychological effect that it did on the first editions of American authors in the Wallace sale last year; and, by no means least of all, the speed made necessary to sell 375 lots in the afternoon and 382 lots in the evening—many of which were valuable and complicated—cost a great deal. We shall probably hear more now about the decline in value of American first editions but if private press books, early English literature, incunabula and rare Americana were to be bunched with the same degree of intelligence and sold at the same high speed the result would be similar. Evidently under present conditions, it is necessary to bundle mediocre books. But it requires great skill, an apparent reason and favorable conditions to sell rare books in bundles advantageously.

F. M. H.

Auction Calendar

Monday and Tuesday afternoons, March 14 and 15, at 2:30 o'clock. Autographs, Manuscripts and Broad-sides from the stock of the late George D. Smith (part 5), sold by the order of his estate. The Anderson Galleries.

Thursday and Friday afternoons, March 17 and 18, at 2:30. The library of a New York collector, sold to close his estate. The Anderson Galleries.

Saturday, March 19, at 1 o'clock. Rare Americana, pamphlets and books. At the Heartman Auction Co.

March 22 and 23. Autographs and manuscripts and historical documents. Van Stockum's Antiquariaat, Prinsegracht 15, The Hague.

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Advertising copy must reach us Monday noon—earlier if proof is desired out-of-town. Forms close Wednesday night.

Under the headings of "BOOKS WANTED" and "BOOKS FOR SALE" subscribers are charged 15c a line (no charge for address); non-subscribers 20c a line, address extra. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

Under "HELP WANTED" or for other small undisplayed advertisements, the charge is 20 cents a nonpareil line. No reduction for repeated matter. Count seven words to the line.

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Jones (Marshall) Co.	882
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Lane John Co.	724-725
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Merriam (G. & C.) Co.	747
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Nelson (Thomas) & Sons	880
Oxford University Press	883-887
Penn Publishing Co.	753
Pilgrim Press	874
Presbyterian Board of Pub.	876
Putnam's (G. P.) Sons	738-739
Reilly & Lee Company	743
Remainders	871
Revell Fleming H. Co.	881
Ronald Press	745
Saunders (W. B.) Co.	752
Scribner's (Charles) Sons	703-705-755
Seltzer (Thomas)	751
Situations Wanted	871
Small, Maynard & Co.	764
Stewart & Kidd Company Company	761
Stokes (F. A.) Co.	702
Terquem (Librairie J.)	886
U. P. C. Book Company	884
University of Chicago Press	763
Weldin (J. R.) Co.	886
Womans Press	875
Wycil & Company	856
Yale University Press	762

Copies of This Issue at 15c.

To Booksellers:

This issue of the PUBLISHERS' WEEKLY, containing the complete index to New Spring publications, is not only a most valuable one for every salesperson to have during the season, but it is equally attractive for your best customers—the people who are keenly interested in buying many new books. The publishers' advertisements are fully descriptive and bring great weight to this issue as a business getter.

The Publishers' Weekly

The Weekly Book Exchange

Books Wanted and for Sale

BOOKS WANTED

"Allan," care Publishers' Weekly
Romance, for October, 1920.
American Baptist Pub. Society, 1107 McGee St.,
Kansas City, Mo.
Alfred's Commentary, 4 vols.
American Book Co., Calvin H. Mills, 330 E. 22nd
St., Chicago
Frost's U. S. History, School Book.
Andrew's Book Shop, 8 Irvington St., Boston, Mass.
Sweedorg, Hermetic Phylosopher.
Books on psychology, cheap.
The Baker & Taylor Co., 354 Fourth Ave., New York
Walker, Frank R., Building Estimators Reference
Book, latest edition, F. R. Walker Co., Chicago,
Illinois.
Wm. Ballantyne & Sons, 1409 F Street, N. W.,
Washington, D. C.
Newbolt, The Church Catechism.
Baptist Book Concern, Louisville, Ky.
F. W. Robertson's Influence of Poetry.
G. W. Barker, 219 S. Dearborn St., Chicago
1000 Theological Books, especially Commentaries.
Send list.
Barr Book Shop, 24 West Orange St., Lancaster, Pa.
Private Journal of William Maclay.
Myers, F. W. H., Essays Classical.
Lewis, When Men Grew Tall.
Steinberg, Breakfast of the Birds.
Tanglois & Seignobo's Introduction to Study of His-
tory.
Winter, Shakespeare England.
Ramsey, Intermixture of Races in Asia Minor.
N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Blank Verse, J. A. Symonds.
C. P. Bensinger Code Book Co., 19 Whitehall St., N. Y.
A B C 5th At Telegraph Code.
Pocket Edition Western Union, Universal.
Any American-Foreign Language Code.
W. Beyer, 207 Fulton St., New York
Transactions of Am. Institute of Min. Eng'rs, vol. 56.
1916.
Bigelow, Brown and Co., Inc., 286 Fifth Ave.,
New York
Ingersoll's Works, 12 volumes, Dresden edition.
Book Exchange and Art Shop, 1109 Capitol Ave.,
Houston, Texas
Hydropathy or Water Cure, 7 vols., Fowler & Wells.
Other books on same subject.
Books on Texas.
Freemasonry, History of, and all others on.
Bookshop for Boys and Girls, 264 Boylston St.,
Boston 17, Mass
Goliwog at Seaside, not more than \$2.
Brentano's, Fifth Ave. and 27th St., New York
Modern Hospital, Hornsby, Saunders, 1913.
Coleridge & Wordsworth's Lyrical Ballads, 2 vols.,
1798-1800.
Nicholson, Lords of High Decision.
Wyllard, Dolf, Mafota.
Works of Marabeau in English.
Sir Richard Burton, anything.
Legal Forms, Pitman & Howard.
History of Architecture, vol. 3, Lubki.
Una Flow Engines, Stumpf.
Guncraft, Brulette.
Our Southern Highlanders, Kephart.

Brentano's—Continued

Great God Pan, Machen.
She Who Will Not When She May, Walton.
Moran of the Lady Letty, Norris.
Life of Oscar Wilde, ed. since 1914, Sherard.
Culture by Conversation, Waters.
Golf Book, Travers.
American Ideals, Roosevelt.
Hunting Trips of a Ranchman, Roosevelt.
Hunting Trips on the Prairie, Roosevelt.
Addresses and Presidential Messages, 1902-04, Roose-
velt.
Stories of the West, Roosevelt.
Book of English Love Poems, Chosen from Wyatt
to Arnold.
True Romances of Scotland, Graham & Patersen.
For Deussen Elements of Metaphysics.
Molly Maguires, Pinkerton.
Influence of Mind Over Body, Tuke.
Golden Hope, Russell.
Frozen Pirate, Russell.
Her Royal Highness—Woman, O'Rell.
Day of Souls, Jackson.
Tuskestan, Curtis.
Pistols for Two, Mencken & Nathan.
Three Weeks, Glyn.
Circle of Dante.
Dante, Church.
Dante and Aquinas, Wicksteed.
Brethren, Haggard.
Return of She, Haggard.
Indian Runner Ducks, Valentine.
The Hope of the Gospel, MacDonald.
Diary of an Old Soul.
Old Narragansett Days, Earle.
Wages of Sin, Malet.
The Social Problem, Hobson.
Sir Wm. Johnson, Makers of America Series.
Natures Finer Forces, Prasad.
Aristotle, Taylors.
Pottery of the Near East, Pier.
Home Life of Osprey, Abbot.
Great Galeoto, Echegaray.
Rosalind, Lodge.
Malayan Monochromes, Clifford.
Studies in Brown Humanity, Clifford.
Downfall of the Gods, Clifford.
Art of the Painter Etcher, Seymour.
Etchings and Engravings, Short.
Happy Hypocrite, Beerbohm.
The Yoke, Wales.
Soul of Lillith, Corelli.
Southern Spain, Block.
Thru Night to Night, Spielhogge.
The Wagnerite, Donnelly.
An Interrupted Friendship, Voynich.
Bernie Babcock.
Literary and Social Essays.
Little Journeys to Homes of American Authors.
Hawthorne Centenary Celebration at Wayside, 1904.
Hawthorne and His Circle.
Memories of Hawthorne, Lathrop.
A Study of Hawthorne Lathrop.
Life and Genius of Hawthorne.
Lane of Thrushes, O'Byrne.
Other Side the Lantern, Treves.
Word Coinage, Mead.
Brokerage Acc'ts, Todman.
An Introductory Acct. of Certain Mod. Ideas.
Foundations of Mathematics, Carus.
Negro Explorers at North Pole, Henson.
Any books describing and illus. Old Richmond
Palace in Surry.
Secret Door, Everett.
Gnostic Story of Jesus Christ, Sadler.
Newspaper Press Directory of United Kingdom,
Europe and Far East, 1920 edition.
From a Common Room Windows, Owen.
Psychology of Dementia Pracco, Jung.
The Black Prophet, Phelps.
Century of French Fiction, Wells.
Patriotism Under Three Flags, Angell.
Phineas Finn, Trollope.

BOOKS WANTED—Continued

Brentano's—Continued

Phineas Redux, Trollope.
 The Prime Minister, Trollope.
 Oppressed English, Hay.
 Psychoanalysis, Brill.
 Anthropology, Marett.
 Paper No. III, Currency Statistics.
 Paper No. IV, Public Finance.
 Paper No. V, International Trade.
 Paper No. VII, Statistics of Retail Prices.
 Square of Severns, Stevenson.
 Miracles and Spiritualism, Wallace.
 Sir Richard Calmady.
 Historia Amoris, Saltus.
 Poms of Satan, Saltus.
 Perfumes of Eros, Saltus.
 Love and Love, Saltus.
 Madame Sapphira, Saltus.
 Enthralled, Saltus.
 Etching, Dry Point Mezzotint, The Whole Art of Painter, Paton.
 One Hundred Great Poems, 2 copies, Cross.
 Red Stain, Abdullah.
 Rose White Youth, Wyllarde.
 The Blue Lagoon, Stacpoole.
 The Heart of Life, Wallock.
 A Human Document, Wallock.
 The Corrector of Destinies.
 Set of Rollo Books, Abbott.
 Fools Errand, Tourgie.
 Story of Mary Washington, Harland.
 Mother of Washington and Her Times, Pryor.
 Dictionary to the Koran, Penriss.
 Shakespeare's Insomnia, Head.
 Midstream, Comfort.
 Our Southern Highlanders, Kephart.
 In Africa's Forest Jungle, Stone.
 Surgeons Log, Abrams.
 Elements of Astrology, Broughton.
 Sixteen Principle Stars, Dalton.
 Theory of Algebraic Equations, Galois.
 How to Ski and How Not To, Canfield.
 Prince of the Pin Elves, Sleight.
 American Law, Terry.
 Fallacies, Sidgwick.
 Night Has a Thousand Eyes.
 Curious Punishment of Bygone Days, Earle.
 Letters of Spiritual Counsel, Keeble.
 Canvas Canoes, How to Make Them, Field.
 Manual of Canvas Canoe, Webb.
 Untitled Fields, Moore.
 Grania, Lawless.
 Poems in Prose, Pushkin.
 In Gypsy Tents, Groom.
 Heart of a Gypsy, Napier.
 The Hopper, Nicholson.
 Woodcraft, Nusmarck.
 Goethe and His Women Friends, Cramford.
 Milly and Olly, Ward.
 Posy Ring, Wiggins.
 History of Crusades for Recovery and Possession Holyland, Mills.
 History of Chivalry, Mills.
 Not Wisely but Too Well, Hichens.
 History of U. S., Bassett.
 Life of Hamilton, Oliven.
 Description of Pitcairn Island and Its Inhabitants, Barrow.
 Appearances, Dickinson.
 Imperialism, Hobson.
 The Unknown Eros, Patmore.
 Dona Perfecta, Eng. Trans., Galdos.
 Communicating Without Wires, Lodge.
 Escoffiers Cook Book.
 Ship of the Past, Forbes.
 Farne Islands, Russell.
 Deutch's English trans. of Talmud.
 Golden Age of Engraving, Keppel.
 Madame Recomier and Her Friends, Williams.
 Clerque, the Salon.
 Thoroughbred and Other Ponies.
 Horses Past and Present.
 Great Horse or War Horse, Gilbey.
Brick Row Book Shop, Inc., 19 E. 47th St., New York Haven, Conn.
 Motley Dutch Republic, first edition.
 Set of R. L. Stevenson.
 Twain, Tom Sawyer, first edition.

Brick Row Book Shop—Continued

Tennyson's Works, Macmillan, similar to Pater, edn. de Luxe.
 How to Get and How to Keep a Job, Fowler, Oakwood Pub. Co.
 How to Get a Situation, Hobbs.
 Smith's or Harper's Dictionary of Classical Myths.
 House of Souls, Machen, including the Great God Pan.
 Jorrocks, Jaunts and Jollities, Surtees, any edn.
 Percy Reliques, good moderate, not Everyman's.
 American Biographical Dictionary, 1857.
 Letters of Genl. C. G. Gordon to his Sister, Macm. Lyra Apostolica.
 Kingdon Clifford's Essays, 2 vols.
 First editions of Max Beerbohm.
 Spoon River, Masters, first.
 Maugham, Liza of Lanbeth.
Bridgman's Book Shop, 108 Main St., Northampton, Mass.
 Selected Articles on Restriction of Immigration, Phelps.
 Stoic Philosophy, by Murray.
 Martin's Modern Chemistry and Its Wonders.
 Further Adventures of Quincy Adams Sawyer.
Burr-Vack Company, 511 So. Wabash Ave., Chicago
 Graham's Splendid Failures, Longmans.
 Life of Toussaint L'Ouverture.
Campion & Company, 1313 Walnut St., Philadelphia
 The Arab Horse, Tweedie.
 Studies in New Testament, Godet.
 Democracy, by Henry Adams.
 Esther, by Henry Adams.
 Horses and Stables, Fitzwygram.
 The Kitchener Memorial Book.
 Memoirs of the Duke of Sully.
 Life and Lettrs of Madame D'Arblay.
William J. Campbell, 1731 Chestnut St., Philadelphia
 Baldwin, Flush Times in Alabama.
 History of Franklin County, Pa.
 Hall's Sketches of Life and Manners in the West.
 Joline, Rambles in Autograph Land.
 Muther, History of Painting.
 History of Ocean County, N. J.
 Ripley Family.
 Rotterberg, New Era Card Tricks, orig. ed.
 Starr Family.
 Marion Simms, Autobiography.
 Sumner, Alexander Hamilton.
 Westbrook, History of the 49th Pa. Volunteers.
 Washington County, Pa., by Crumrine.
C. N. Caspar Co., 454 East Water St., Milwaukee, Wis.
 Bullinger, Numbers in Scriptures.
 Brown, Elements of Figure Skating.
 Gibbon's Rome, vol. 1, 3 copies, state ed.
 Dickens Works vols 2, 7, 9, Collier, 16mo, cl.
 Sommers, Inorganic Chemistry.
 Bowditch, Am. Navigator, Handy ed.
Central Book Co., 93 Nassau St., New York
 Science & Health, 1st to 50th ed.
 C. S. Journals, complete and odd nos.
 C. S. Manuals, old pamphlets, etc.
City Library, Springfield, Mass.
 Book of Knowledge, vols. 1, 2, 3, 4, 7.
 Creighton, History of Epidemics in Britain, vol. 1.
 A. D. 664 to extinction of plague, 1891.
 Gettemy, True Story of Paul Revere, Little.
 Gilder, Autobiography of a Tom Boy, 2 copies.
 Knowles, Alone in the Wilderness.
 Parker, Translation of a Savage, 3 copies.
 Wilson, Nature Study in Elementary Schools, Second reader, 3 copies.
The John Clark Co., 1486 West 25th St., Cleveland, O.
 Congressional Record, 1896 to 1920.
 Hodge, Handbook of the Indians.
 Hamerton, P. G., Landscape.
 Ives, The Colorado River of the West.
 Pacific Railroad Reports, vols. 3 and 5.
 Richardson, Electron Theory of Matter.
 Sitgreaves, Report on the Zuni and Colorado Rivers.
 Stiles, Bundling; its Origin, etc.

BOOKS WANTED—Continued

Clark University Library, Worcester, Mass.

Bax, German Society, close middle ages.
 Beard, Luther and Reformation.
 Beer, Commercial Policy England, Col. Univ. Studies.
 Brown, Genesis, U. S., 2 vols., Houghton.
 Buck & Morris, Expository Writing, Holt.
 Christian, Caroline Islands, Scribner, 1899.
 Goadby, Mycology of Mouth, Longmans.
 Griffis, America in the East, Barnes.
 Humboldt, Travels to Equinoctial America, 1799-1804, 7 vols.
 Hunt, Leigh, Autobiography, 2 vols., Harper.
Cole Book & Art Co., 123 Whitehall St., Atlanta, Ga.
 From Sunup to Sundown, Corra Harris.

Colesworthy's Book Store, 66 Cornhill, Boston

Chevreuil on Color.
 Secrets Personal Culture and Business Power.
 With Rod and Gun in N. E. and Maritime Province, Samuels.
 The Lost World, Conan Doyle.
 Denison's Numismatic Manual.
 Sundials and Roses or any Alice Morse Earle.
 British Eloquence, Goodrich.
 Among the Wild Fowl, Job.
 Any Genealogies or Town Histories.

The College Book Store, Lagonda Bank Bldg., Springfield, Ohio

Scenes and Characters of the Middle Ages, E. T. Cutts.
 Beyond the Grave, Bishop Foster.
 Young's Concordance.
 Lange's Commentaries.
 Matthew Henry's Commentary.
 Kurtz's Church History, 3 vols.
 Interlinear Greek N. Test.
 Strong's Concordance.
 Davis' Bible Dictionary.
 Maclaren's Commentary on Bible.
Colonial Society, Box 343, Richmond, Va. [Cash]
 Bartlett, Concordance to Shakespeare.
 Bartlett, Dictionary of Familiar Quotations.
 Belle Boyd, Life, 2 vols.
 Edwards, Dictionary of Words, Facts and Phrases.
 Glasgow, Successful Failure.
 Hardy, Dynasts.
 Johnston, Negroes in New World.
 Johnston, Napoleon.
 Jones, Rebel War Clerk's Diary, 2 vols.
 Mahan, Life of Napoleon.
 Rose, Life of Napoleon.
 Rose, Personality of Napoleon.
 Virginia, Any good items.
 Wells, Outlined Hist. of World.
 Wheeler, French Revolution.

Columbia University Library, New York City

Hinds, W. A., American Communities.
 Thornton, American Glossary, 2 vols., Lippincott, 1912.
 Lee, G. C., Source Book of English History, Holt, 1900.
 Tarkington, B., The Flirt, Doubleday, Page, 1918.
 Alden, R. M., ed., Poems of the English Race, Scribner, 1920.
 Hopkins, Albert Ellis, The Scientific American Cyclopaedia of Receipts, Notes and Queries, latest ed., Munn & Co.
 France, Penguin Island, Lane, 3 copies.

Columbia University Press Bookstore, 2960 Broadway, New York

Willis, Federal Reserve.
 Hollingsheds, Chronicle.

Cossitt Library, Memphis, Tenn.

Proceedings of the National Conference of Social Work, 1918.
 Beveridge, Life of John Marshall.
 Warner Library.
 Cabell, Jurgen.
 Young, Science and Art of Writing Life Insurance.

S. Cottlow, 1688 Third Ave., New York

A Treatise on the Law of Pawnbroking, Levine.

S. Cottlow—Continued

Any thing on Silhouettes.
 History of Philadelphia Volunteer Fire Dept.
Jeremiah F. Cullen, 15 South Ninth St., Philadelphia
 The Romance of a Transport, C. Russell, 2 copies.
 The Grand Chaco, by G. M. Fenn, 2 copies.
 The Spectre's Secret, by S. Cobb, 2 copies.
 The Emigrant Ship, C. Russell.
 The Gladiators, Melville.
 McKenzie, 10,000 Receipts.
 History of the West Branch Valley.
 Jones, History of Juniata Valley.
 History of Indiana County Penna.
 Depew, Library of Oratory, 15 vols.
 Journeys Through Bookland, by Sylvester, 11 vols.
 The World Book, 10 vols.
 Words and Phrases Judicially Defined.
 Lewis and Clarke Expedition, Ed. by Coues.
 Great Events of the Great War, 7 vols., Nat. Al-lumini.
 Oshpiae Bible, 2 copies.
M. Curlander, 14 W. Saratoga St., Baltimore, Md.
 Federal Cases, 31 vols.
 Dist. of Col. Sup. Ct. Repts., odd vols.
 Reed's L. George and L. Champlain.
 Atwood's Back to the Republic.
Dallas Public Library, Dallas, Texas [Cash]
 Burk, History of Virginia, in 4 vols.
 American Society of Civil Engineers, Proceedings, complete or in part.
Dartmouth College Library, Hanover, N. H.
 Harris, Great Days.
 Harris, The Yellow Ticket.
 Blease, Short History of English Liberalism.
 Bury, Love of Books.
 Lee, Queen Victoria.
N. S. Davis, 47 Hawthorne Place, Summit, N. J.
 The Characters of Jean De La Bruyere, in English, by Henri T. Lann, illustrated edition of 1885.
Davis' Bookstore, 36 Vesey St., New York
 Burton's Arabian Nights, 17 vols.
 The Pilgrim Fathers, Bartlett.
 How to Build Mental Power, Kleiser.
Davis and Banister, Slater Bldg., Worcester, Mass.
 The Birds of New York, Eaton.
A. W. Dellquest Bk. Co., Monte Sano, Augusta, Ga.
 Calhoun, C. M., Liberty Dethroned.
 Cook, John Esten, Novels in cloth, cheap.
 Du Bois, Love or Friendship.
 Richardson, Samuel, Clarissa Marlow.
 Karmasutra.
 Book of the Dead, second-hand.
 Janey, Roger B., Memoirs of.
 Blackshear, Gen. David, Memoirs of.
 Reed, Christian, Novels of.
 Watson, Thomas E., Bethany.
 Paxton's Genealogy of the Marshall Family.
Dennen's Book Shop, 37 East Grand River Ave., Detroit, Mich.
 Philipps, Art and Environment.
Detroit Public Library, Detroit, Mich.
 Gesenius, Hebrew and English lexicon of Old Testament, last ed.
 Roden, Later American Plays, 1831-1900.
 Muther, R., History of Painting from the 4th to the early 19th century.
 Rosenberg, S., Federal First Grade Clerical Examination Instruction.
 Werner's Readings and Recitations, nos. 7, 10, 15, 21, 52 and 54.
 Guest, Edgar A., Breakfast Table Chat.
 Guest, Edgar A., Home Rhymes.
 Just Glad Things, Edgar Guest.
 Hasluck, P. N., Violins and other stringed instruments.
Fred M. DeWitt, 1609 Telegraph Ave., Oakland, Cal.
 Banking and Commerce, pub. Bankers' Pub. Co.
 Harben, Jane Dawson.
 Butler, Way of All Flesh.
 Moneypenny and Buckles, Disraeli, 6 vols.
 Morley, Gladstone.

BOOKS WANTED—Continued

F. M. DeWitt—Continued

Encyclopedia Britannica, Handy vol., vol. 25, 11th ed.
Suderman, Song of Songs.
Swinburne, Poetical works, etc., pub. J. D. Williams,
New York.
Williams, Geological Biology.
Guerard, Five Masters of French Romance.
Youmans, Pioneers of Science in America.
Monahan, Palms of Papyrus, 2nd ed.
Besier, Don.
Besier, Lady Patricia.
Broadhurst, Innocent.
Broadhurst, Law of the Land.
Gregory, Lady, The Image.
Howard, The Henrietta.
Jones, A Bed of Roses.

Dixie Business Book Shop, 41 Liberty St., New York
Accounts of Executors and Testamentary Trustees,
Hardcastle.
Accountant's Guide for Executors, Gottsberger.
Contents and Mode of Stating Executor's Acts,
Loomis, Dec. 10, 1907.
Love and Luck, R. B. Roosevelt, Harper, 1886.
The World's Peoples, Keane.
Their Pilgrimage, in original binding, Chas. Dudley
Warner, octavo.

Robert W. Doidge, 16 Elm St., Somerville, Mass.
Any books on Magic, Juggling, Puzzles, etc.

**Doubleday, Page Book Shop, 920 Grand,
Kansas City, Mo.**

Mencken, Prejudices, First Series, Knopf.
Mencken, In Defense of Women, Knopf.
Mencken, Philosophy of Nietzsche, Knopf.
Mencken, The American Language, Knopf.
Mencken, Ventures into Verse, Knopf.
Mencken, Geo. Bernard Shaw, His Plays, Knopf.
Mencken, The Artist, Knopf.
Mencken, Book of Calumny, Knopf.
Mencken, Little Book in C Major, Knopf.
Mencken & Le Monte, Men Versus the Man, Knopf.
Mencken, Nathan & Wright, Europe After 8:15,
Knopf.
Mencken & Nathan, American Credo, Knopf.
Mencken & Nathan, Heliogabalas, Knopf.
Huneker, Melomanias, 1902.
Huneker, Overtones, 1904.
Huneker, Visionaries, 1905.
Huneker, Egoists, 1909.
Huneker, Promenades of an Impressionist, 1910.
Huneker, Franz Lizt, illus.
Huneker, Pathos of Distance, 1912.
Huneker, Ivory Apes and Peacocks, 1915.
Huneker, Unicorns, 1917.
Huneker, Iconoclasts, 1905.

James F. Drake, 4 West 40th St., New York

Bacheller, Eben Holden, 1st ed.
Howells, Rise of Silas Lapham, 1st ed.
Ward, Artemus, any 1st ed.
Wharton, Fromme, 1st ed.
Morley, Christopher, any 1st ed.
Robinson, E. A., Capt. Craig, 1st ed.
Robinson, E. A., Poems, 1st ed.
Robinson, E. A., The Torrent, 1st ed.
Saltus, Oscar Wilde, 1st ed.
Clifford, Mayalan Monochromes, 1st ed.
Dwight, Stamboul Nights, 1st ed.
Dickie, J. F., In the Kaiser's Capital, 1910.

H. & W. B. Drew Co., Jacksonville, Fla.

The Damnation of Theorem Ware, Harold Frederick.
The Market Place, Harold Frederick.
Tom Sawyer, illus. by E. W. Kemble, pub. Charles
L. Webster, 1893.
Writings of Christopher Columbus, ed. by Paul
Lester Forbes.

**Dunster House Bookshop, 26 Holyoke Ave.,
Cambridge, Mass.**

Adams, Henry, Democracy.
Anderson & Spiers, Architecture of Greece and Rome.
Aristophanes, Bohn ed. translation.
Augustan History.
Bellamy, Duke of Stockbridge.
Bergson, Laughter.
Cabell, Jurgen, 5 copies.

Dunster House Bookshop—Continued

Castiglione, The Courtier.
Langlois & Seignobos, Outline of History.
MacDougall, Body and Mind.
Masefield, Pompey the Great, 1st ed. only.
Masefield, Salt Water Ballads, 1st ed. only.
Masters, E. L., Spoon River Anthology, 1st ed. only.
McFee, Letters from an Ocean Tramp.
Robinson, Chronology of English Literature.
Scott, Dixon, Men of Letters, 2 copies.
Simcox, History of Rome, 2 vols.
Smith, Troubadours at Home, 3 copies.
Taylor, A. E., Elements of Metaphysics.
Ward, English Poets, vol. 3.

E. P. Dutton & Co., 681 Fifth Ave., New York

Byrne, Stories Without Women.
Benson, The House of Quiet.
Brewer, Miss, alias Louisa Baker, alias Mrs. Lucy
West, Adventures.
Bryant, W. C., The Spy.
Brown, Campbell, History of Chemistry, 1st ed.
Cazotte, J., Biondetta, or, The Devil in Love.
Comte, Positive Philosophy, trans. by Martineau.
Crosby, P. H., Pazo's Letters on S. America, 2 vols.
Dobson, Austin, Eighteenth Century Vignettes, 1st,
2nd and 3rd series; Miscellanies, 1st and 2nd
series.

Fraser, Crow-Step.
Greenaway, Kate, Calendar for 1883.
Hannay, D., Sea Trader, pub. Little, Brown, 1913.
Hickens, The Londoners.
Hill, Athletics and Outdoor Sports for Women.
Islands of the World, 8 vols.
Kipling, Reader for Elementary Grades, 1893.
Livingston, L. S., Works of Rudyard Kipling, de-
scription of a set of 1st eds. of his books, N. Y.,
1901.
Marshall's Life of Washington, London, 1804.
Milman, H. H., Nala and Damaganti, and Other
Poems, London, 1834.
Morley, M., The Carolina Mountains, pub. Hough-
ton Mifflin, 1st ed., 1913.
Nirdlinger, The World and His Wife.
Richardson, Samuel, Clarissa Harlowe.
Rose, J. H., Development of the European Nations.
Storford Brooks, On Ten Plays; On Ten More Plays.
Thomson, James, Works, 3 vols., illustrations with
Life of the Author by Murdoch, pub. about 1803.
Tracts for the Times, set, Newman, Kemble and
others.
Troutbeck, The Children's Story of Westminster
Abbey.
Weedon, Howard, Bandanna Ballads; Songs of the
Old South Voices of the Night.
With the Fairies, De Wolfe Fiske Co., Boston, 1891.
Yonge, Charlotte, Young Folks' History of France.
Kavanagh, Two in Sicily.

Edward Eberstadt, 25 West 42nd St., New York

California, Oregon, Wyoming, Utah, Montana and
the Far West; Books pamphlets, maps and manu-
scripts urgently wanted. Any and all items; price
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Paul Elder & Co., 239 Grant Ave., San Francisco

Beyond Chance or Change, Shafer.
History of the United States, Henry Adams.
Psychology Made Practical, H. C. Shepard.
Greek Temples, Pennell's Lithographs, Intro. by
Rouse.
Jurgen, Cabell.
East of the Sun and West of the Moon, Kay Nielsen.
Career of Katherine Bush, E. Glynn.
Aristocrats of the Garden, Wilson.
Our Martyred Presidents.
Lost Art of Reading, Lee.
Mental Functions of the Brain, Holliday.
Vol. 1 only, Lives of Chief Justices of England,
revised ed., brown cloth, by Campbell, pub. by
G. W. Smith & Co., New York, 1874.
Life of Mary Baker Eddy, Geo. Milmine.
Great Musicians, Oldmeadow.
Sacred Symbols in Art, Goldsmith.
Franklin, Bigelow.
Mark Twain's Auto. and First Romance.
Bancroft's Works, sheepskin, vol. 26 only.
Century Encyclopedia.
Alexander McLaren's Commentary on the Bible.
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Flamerion, The Unknown.
Donnell, E. O., Scottish Ghost Stories.
Donnell, E. O., Haunted Highways and Byways.
History of Pringgold and Decatur County, Ia., 1885.
History of Iowa, pub. C. T. Clark, Chicago, 1915-16.
Ingraham, J. H., Haunted Homes and Familiar
Legends of Great Britain.
H. Carrington, True Ghost Stories.

Geo. Fabyan, Riverbank Laboratories, Geneva, Ill.,
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Works on Ciphers, Obscure Writing, Symbols,
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Science, Aug. 28, 1891, 50c.

Henry G. Fiedler, 401 W. 47th St., New York

American Naturalist, 5-8; 11, no. 1; 13, no. 2; 23-33.
Journal of Mycology, vol. 1 and 4, any number.
Science, N. S., vol. 1-10.
Auk, vols. 1-3; 6, 7, 10, 12-26.
Canad. Mining Institute, Journal, vol. 1.
Jl. of Industry and Eng. Chemistry, 1 complete,
2, no. 1, 3.
School of Mines Quarterly, 1, no. 1 and 4.
Packard, Insects Injurious to Forest Trees, U. S.
Ent. Comm., vol. 5.
Coulter, Botany of Western Texas, U. S. Nat. Herb.
Fries, Epicrisis Mycolog.
Griffith, Medical Botany, 1847.
De Bary, Fungi.
Harvey, Nereis Boreali Americana.
Hassal, British Fresh Water Algae.
Wolle, Desmids, Diatoms, Algae.
Sachs, Physiology of Plants.
Textbook of Botany.

Marshall Field & Co., Chicago

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Tales of Early England, Wilmot Buxton.
The Rhinegold and the Valkyrie, illustrated by
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Johnston.
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History, Aye, Aye, L. Barron.
Through Central Africa, DuChailu.
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Through the Ages by Waterloo.
Adventures of Clarence, pub. Carleton.
Guncraft, Bruette, Stewart & Kidd.
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Russian Gentlemen, Akdakoff, Longmans.
Roosevelt, Theodore, 1st ed.
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Night Court and Poems by Mitchell, Century.
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Choate, Joseph H., Lincoln and Other Addresses in
Great Britain.
Colburn, Zerah, The Locomotive.
Cole, Encyclopaedia of Dry Goods.
Colles, Christopher, Geographical Ledger, N. Y.,
1794.
Dean, Royal Northwest Mounted Police.
De Vinne, History of Printing.
De Vries, Voyages, Holland to America, 1632-'44, N.
Y., 1853.
Dickerson, M. W., Amer. Numismatic Manual, 1865.
Dwight, Travels, 4 vols.
East Hampton, N. Y., Gardiner, 1871.
Findlay, South Pacific Discovery.
Garnett & Gosse, Illus. History English Literature,
Macm., cloth.
Gass, Patrick, Voyages and Travels under Lewis
& Clarke, Pittsburgh, 1807.
Goshen, Ct., History of, Hibbard.
Grolier Club, Charles Wittingham's Printers.
Hempstead, L. I., Antiquities of Parish Church,
Onderdonk, 1880.
Henderson, Life of Stonewall Jackson.
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 Seringo, Tony, 15 Years on Hurricane Deck of a Spanish Cow Pony.
 Simsbury, Conn., Births, etc., 1898.
 Sleight, M. B., Flag on the Mill, 1887.
 Snaith, J. C., Broke of Covenden.
 Stephens, A. S., Myra.
 Theolog. Discussion, Rev. Mr. Henson and Rev. Mr. Ingalls, Southold, L. I., 1842.
 Walker, Williston, Ten New England Leaders.
 Wallace, Mayal Archipelago.
 Whitman, Rev. Bernard, Life of, Ca., 1837.
 Genealogies—Babcock, by Welles, 1861; Babcock Family of Mass., 1881; Barlow gen., 1891; Bolling Memoirs; Burr Family; Gazzam gen.; Hayward gen.; Hubbard, 1000 Years of; Kendrick or Kenrick; Livingstons of Livingston Manor; Pierce. Contributions, biog., genealog., etc., Boston, 1870; Plant, House of, Macon, Ga.; Turner, Descend. of Humphrey, 1852; Tuttle gen.; Van Pelt, 1913.
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 Nororhoff, Charles, Nine Years a Sailor, Cincinnati, 1866.
 Reminiscences of Captain De Wolf, Boston, 1861.
- Hochschild, Kohn, Howard & Lexington, Baltimore**
 Four on a Tour in England, Robert and Elizabeth Shackleton.
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 Perry, Wm. S., Hist. of the Church in Mass., 1636-1785.
 Sullivan's District of Maine.
 White, Faith, Letter Book, Boston, 1866.
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Baine's Essentials of English Grammar.

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Negro in Literature and Art, Brawley, Duffield.

Days With Sir Roger de Coverley, ill. Hugh Thomson, 1886 ed.

Ribot's Psychology of the Emotions.

Sacred and Legendary Art, Mrs. Jameson, 2 vols., illus.

The Whole Year Round, Dallas Lore Sharp.

Echoes from White House and Hospital, Boyden.

Wright's Dictionary of Obsolete English, Bohn Lib.

Concord in the Colonial Period, C. H. Walcott, pub.

Estes & Lauriat, 1884.

Chief Contemporary Dramatists, Dickinson.

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Byington, E. H., The Puritan as Colonist and Reformer.

Byington, E. H., The Puritan in England and New England.

Carpenter, F. B., Inner Life of Abraham Lincoln.

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Gallagher, J. E., Lincoln Stories Tersely Told, last ed., 2 copies.

Harper's Bazaar, vol. 16, 1883.

Hill, F. T., Lincoln's Legacy of Inspiration, 2 copies.

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Jordan, D. S., California Earthquake of 1906.

Photoplay Pub. Co., How to Write Photoplays That Sell, last ed., 3 copies.

Roorbach, O. A., Sup. to Bibliotheca Americana, May, 1855, March, 1858, March, 1858, Jan., 1861.

Sparks, Jared, Library of American Biography, vol. 23.

Williams, H. L., Lincoln Story Book, 2 copies, last ed.

McClelland & Co., 141 N. High St., Columbus, Ohio

Collector's Manual, Moore.

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 Darwinism, Darwin, Appleton.
 Friendly Town, Lucas, leather, Holt.
 International Encyclopedia, Dodd, Mead, last ed., cloth.
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 1000 Days in the Arctic, Jackson.

Noah F. Morrison, 314 W. Jersey St., Elizabeth, N. J.
 Goss' History of Birds of Kansas.
 Cory's Birds of Illinois and Wisconsin.
 Hall's Geography of Minnesota, St. Paul, 1895.
 Wright's Ice Age in America, Appleton, 1889.
 The White City, Ward.

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 Taylor, History of Chicago Board of Trade Law in 1917.
 Thistle Edition of Stevenson, vol. 5, red buckram.
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Mencken, American Language.
 Children's Book Week Poster, 1920.
Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia

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Tooley's Life of Florence Nightingale.

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Raymer's Old Book Store, 1330 First Ave., Seattle, Wash.

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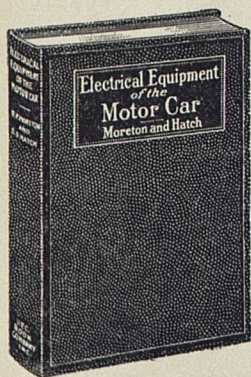
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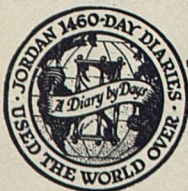
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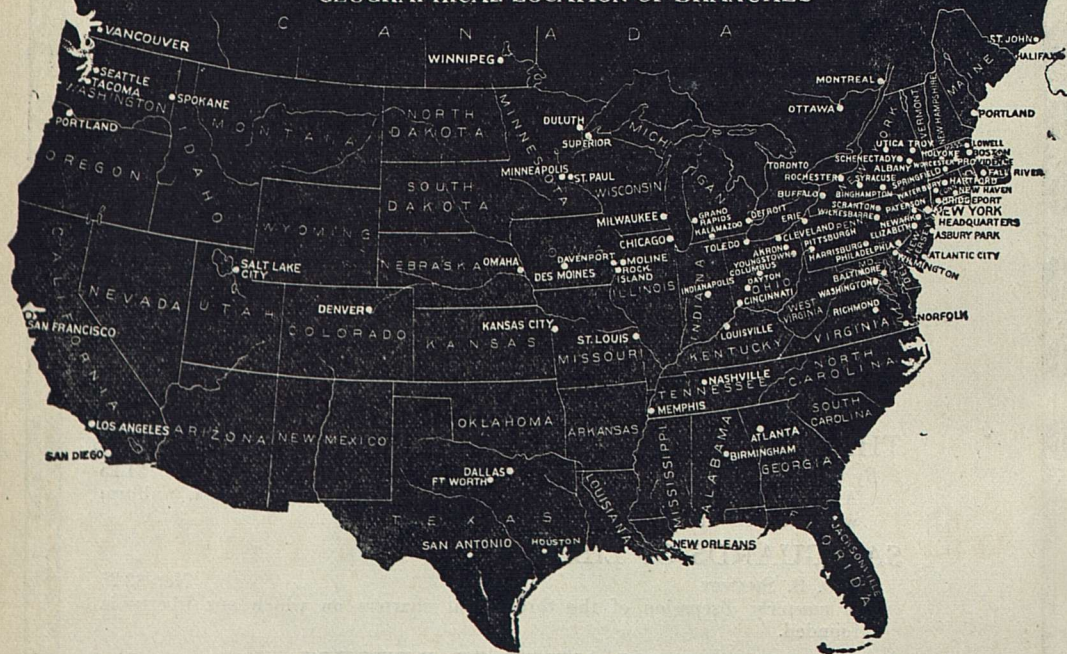


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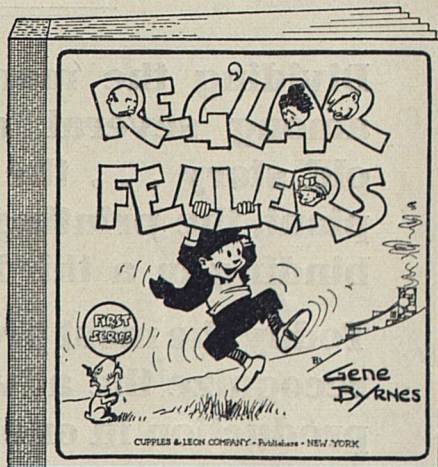
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